

# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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## MUST DENATURE SPOILED FOODS.

The Office of Information of the U. S. Department of Agriculture has issued the following bulletin:

"The U. S. Department of Agriculture has issued a ruling which hereafter will require any spoiled food to be denatured before it can be shipped into interstate commerce.

"This will permit the shipment of spoiled eggs for use in tanning, and other spoiled substances for the making of fertilizer, or oils or greases used in machinery, but will require them to be treated with salt, kerosene oil, or coloring matter or in other ways so that they cannot possibly be used for food. The denaturing substances to be required will not interfere with the use of the filthy, decomposed or putrid animal or vegetable substances in the manufacture of non-edible products for use in the technical arts, but will be of a nature that will absolutely prevent the converting of the substances into products that could, by any chance, be eaten. This is on the analogy of the denaturing of grain alcohol for use in the arts."

## WAR HITS CHEMICAL FERTILIZERS.

A serious crippling of large chemical fertilizer concerns in the South, due to the stoppage of shipments of potash from German mines, is reported. Imports of cyanimid from Germany, which amounted in 1913 to 48,000 tons, have ceased. Of the 215,000 tons of ammonium sulphate used last year in the manufacture of fertilizer, 160,000 tons were imported from Germany. The product of the German potash mills amounted in 1913 to \$18,500,000, of which the greater part was shipped to the United States.

## AFTER MIDDLEMEN NOW.

A bill introduced in the House by Congressman Rupley calls upon the Department of Commerce to inquire into the degree the middleman enters into the cost of foodstuffs to the consumer. He asserts in his preamble that there are in the United States 300,000 commission merchants and agents who handle the products of the field and the farm and that the cost of each such agency is at least \$3,000 per annum, totaling in all \$900,000,000, which, it is declared, comes out of the pocket-book of the consumer. The elimination of the middleman is sought by the bill. This is a sample of bills seriously proposed to our National law-making body almost daily to correct war-caused price advances.

## WARRING ON WAR-HIGH PRICES National Prosecutors Investigating All Food Producers

Second only to war news in public prints are the stories therein on prices of food-stuffs. The same wild stories of conspiracies to hoard meats in cold stores, of huge contracts taken for supplying fresh, canned or salt meats to some of the belligerent nations, of vast quantities exported to Canada, of "discoveries of packers' plans to rob the public" made by authorized or unauthorized investigators of State or Nation, city, town or hamlet; all these features familiar to the packinghouse industry for a score of years are characteristic of the present hysterical agitation over advances in prices for food. The only new part of the whole affair is its coincidence and consequent coupling with the European war. And, as usual, the politicians in Washington seeking capital for the fall elections and realizing that never before has so great an effort been required to get in the limelight for a single instant even, while public attention is centered entirely on events of world-wide importance in Europe, have leaped at the chance presented by market disorganization and shortage. The White House joins with the Department of Justice in manifestos and pronouncements that conspirators will be "run down," "jailed" and otherwise made uncomfortable, as soon as the machinery of government gets its clutches on them. Congress lags not at all, but throws into the maelstrom some bills to reverse the laws of nature and economics and so relieve the situation at once. It is an amusing, if it were not so disgraceful, an exhibition of incompetence to realize the conditions.

The action of the government to prevent price advances, in spite of the newspaper talk of great things to come, amounts to a general order for U. S. District Attorneys and agents of the Department of Commerce to study market conditions in all parts of the country with a view to determining whether any illegal acts are being done by producers or sellers of foods. The Attorney-General has voiced a hope to the President that he will be able to prosecute under the Sherman law "soon." He is reported to be scanning that act again to see how it can be applied to the present situation. The always alert Wilkerson out in Chicago has summoned the packers again to the grand jury room, and is said to be planning a survey of their books and papers once more in the hope of discovering,

"unearthing" is more thrilling perhaps, all the steps in a criminal conspiracy to mulct the public. District Attorney Whitman of New York, with no thought of Governorship or "sich like," but only his sworn duty to protect the public from plunderers, has interviewed all the New York packinghouse managers. Results are still "looked for" from these and similar investigations now nicely started in several cities.

Meanwhile there is a bill in Congress to prohibit exports except as the President may permit. The fact that the Constitution of the United States would have to be amended before such a law could be effective does not get much consideration. What is wanted is action now, right away, to lower prices.

That is the aim of another Congressional bill which makes it unlawful for any one to ask or accept an unreasonable price or value for any goods or wares or merchandise or other products of the soil or mines, but does not say who will determine what is an unreasonable price when foods are very scarce and a buyer wants to eat.

The situation as to receipts of livestock at various centers has not much changed. There is not the great scarcity of ten days ago, but supplies still are short and prices up as a consequence. These conditions have been explained by interviews with the packers, which are not widely considered, however, in view of sensational stories much more interesting, prepared by newspaper men.

The New York Times Annalist gives 155 as the index figure of foodstuff prices for last week, which, it says, is the highest ever recorded. It calls attention to the coincident rise in food prices here at the commencement of every European war for the last hundred years, and says the same result now may surprise the public and even enrage it but can not be unexpected to any student of economics.

Government insurance of cargoes and vessels, the new ship registry laws, the possible purchase by the Nation of a fleet of steamers to carry exports abroad and so reduce our indebtedness of many million dollars to Europe on the balance of trade, the announcement that Germany, Austria and France will follow the London conference rulings on contraband and conditional contraband of war made by England, and finally the cable from

the Admiralty office in London that the Atlantic is again safe to British ships, all these have improved the export trade prospects, and the outlook is materially better than a week ago. Plans to feed Europe are still sketchy, but that American foodstuffs will be required in large quantities and be tempted abroad by highest prices is not to be doubted. What effect that will have when the time comes on agitation against food producers is uncertain, but it is not likely to make the life of the meat packers and provision dealers any easier.

A dispatch from Chicago says of conditions there:

The maximum increase of meat prices since the war has been three-fourths of a cent a pound, according to a statement tonight by Armour & Company contradicting charges made by Representative Vare of Philadelphia in the House of Representatives Tuesday. Mr. Vare was reported as saying that, while meats in this country have jumped \$4 a hundred pounds since the outbreak of the war, Armour & Company contracted with England last week for five million cans of canned beef.

"We have not contracted with England for any canned meat of any kind, either immediately before or since the breaking out of the war, nor have meats jumped \$4 a hundred pounds," said the Armour statement. "Documentary evidence which we are tendering the Department of Justice will show the maximum increase to be approximately three-fourths of a cent a pound."

The statement continued that Canada's tariff of \$3 a hundred pounds was prohibitive, and that the packers had for some time imported meat from Canada, not exported.

A special city council meeting, it is expected, will be called to pass an ordinance, drafted today, to provide means for the city to punish efforts to "corner" food products. The ordinance would make it unlawful to buy provisions and withhold them from the open market with intent to create a scarcity.

John J. Russell, president of the Master Butchers' Association, approved the ordinance and declared it would help to prohibit speculation. He attacked the plan for establishing municipal markets.

#### ROUMANIA'S MEAT PLANTS READY.

The slaughterhouses at Turnu, Severin and Burdujeni, Roumania, reported as under construction last fall, were officially opened about the middle of July this year. The plants are modern and of large capacity, and were expected to do considerable exporting to Germany at once, but that was before the "present unpleasantness" arose in Europe.

#### CHINESE VEGETABLE TALLOW.

The exports of Chinese vegetable tallow increased from 28,579,867 pounds in 1912 to 29,446,380 pounds in 1913. Of these totals 67 per cent, was exported from Hankow. Exports from Hankow to the United States amounted to 3,410,591 pounds in 1912 and 2,565,385 pounds in 1913. The tallow sells on the local market at Hankow for 9 to 12½ taels per picul (\$4.37 to \$6.07 per 100 pounds).

Valuable trade information may be found every week on the "Practical Points for the Trade" page. Do you make it a habit to study this page?

## THE MARKING OF NET WEIGHT UPON PACKAGES

### Review of New Federal Law by a Legal Authority

By A. R. Urion, Chief Counsel for Armour & Company.\*

Concurrent with the growing demand for higher standards in the quality and purity of foods and for the sale of the product in the form of packages has come the demand for the marking of the net weight upon the package.

Earnest agitation upon the subject on the part of the food officials began more than ten years ago and has gradually crystallized into State laws, until now nearly one-half the States require the marking of the weight upon packages of food. These laws vary in terms and are more or less conflicting, so that when Congress, a year ago, passed a law requiring the marking of the weight upon all packages of food shipped in interstate commerce, it was welcomed by large manufacturers as a solution of the difficulties encountered in complying with the state laws.

The feeling was that the state laws would gradually yield to the Federal regulations upon the subject. This is the common experience in such matters, and our belief is that the fair and faithful observance of the Federal statutes and the regulations which the Department of Agriculture may issue from time to time will meet all the requirements of the situation.

The Federal law becomes effective September 1, 1914, and on and after that date all food products shipped in interstate commerce in package form should show the net weight of the contents at time of packing. There are, however, several qualifications contained in the regulations issued by the Department, to which attention should be called.

The statute requires "that for the purpose of this act, an article shall be deemed to be misbranded . . . in the case of foods: . . . Third: If in package form, the quantity of the contents be not plainly and conspicuously marked on the outside of the package in terms of weight, measure or numerical count. . . ."

#### When Is a Product in Package Form?

The first question that arises is, "When is a product 'in package form'?" The Department have by their regulations clearly intimated that the law refers to that covering or container in which the product is usually delivered to consumers and not to the shipping case or wholesaler's package which ordinarily does not reach the consumer's hands. In this connection, they have by a ruling under date of June 15, 1914, expressly exempted wrapped hams and bacon; their statement upon the subject being as follows:

"You are advised that in the opinion of the Department, single hams and single sides of bacon when covered as you have described, with paper, gelatine or cloth, for the purpose stated by you, are not 'in package form' within the meaning of the Net Weight Amendment, and consequently it is not required that the quantity of the meat be stated on such cover."

This ruling is of great importance as applied to our business, and confirms the stand which we have taken with state food officials from the beginning. The reasons why wrapped hams and bacon should not be regarded as

in package form within the terms of these compulsory net weight laws are set forth in the official ruling of Doctor Alsberg.

The same reason which relieves us of the necessity of marking the weight upon hams and bacon applies to wrapped pork loins and other similar products, and therefore, it will not be necessary under the Federal law to mark these products with the weight.

#### Other Decisions on Wrapped Meats.

It was demonstrated to the satisfaction of the Supreme Court of Nebraska in 1906, in the case of State v. Swift & Company, 120 N. W. 1127, that it was commercially impractical to separately weigh each piece of ham and bacon, mark the weight upon the package, and sell it by the marked weight, the Supreme Court in that case holding that wrapped hams and bacon are not in "package form" within the terms of the Nebraska statute.

Quite recently the Attorney General of Montana, after a very careful consideration of the subject, rendered a similar opinion. Within recent weeks a similar opinion has been rendered by the Attorney General of California, and a letter just at hand from the Food Commissioner of Florida states that he intends to follow the interpretation of the Federal statute in the enforcement of the law of that state.

The question has been raised in the courts and by the food officials of various states many times within the last ten years, and in no instance have they failed to be convinced that it is commercially impractical to weigh separately and sell by marked weight wrapped hams and bacon, and therefore these products should not be regarded as coming within the terms of their law in respect to the showing of the net weight of the contents upon package goods.

We are confident that with the enforcement of the Federal statute will come a cessation of agitation on the part of state food authorities in respect to the enforcement of local weight laws and ordinances as applied to products which are commonly shipped in interstate commerce, and thus many of our troubles of the past ten years will disappear.

#### Wrapped Hams and Bacon.

In this connection it would be well for our representatives to understand that wrapped hams and bacon are not required to be marked under the Federal law because they are not regarded as in package form, and this information should be passed along to our trade so that they may be prepared to meet any criticism which arises after the law becomes effective.

Another consideration is that the regulations of the Secretary of Agriculture permit of reasonable tolerances and variations from the quantity of the contents marked on the package due exclusively to errors in weighing, measuring or counting, which occur in packing conducted in compliance with good commercial practice, also to differences in the capacity of bottles and other similar containers resulting solely from unavoidable difficulties in manufacturing such bottles or containers so as to be of uniform capacity.

Tolerances are also permitted where the dis-

\*From "Armco." Written for the information and benefit of packinghouse salesmen.

crepancy in weight or measure is due exclusively to differences in atmospheric conditions in different places, and which unavoidably result from the ordinary and customary exposure of the package to evaporation or to the absorption of water.

This latter point will be recognized as the one which permits of reasonable shrinkages in weight after the product is prepared for market. It will be understood that the weight is to be taken at the time of packing, and also that no valid criticism can be urged against the sale of package goods upon the basis of the net weight of the contents taken at the time of packing.

As already indicated, it will be our aim to comply with the utmost fidelity with the terms of the Federal statute and regulations. We all appreciate the importance of complying with all proper and rational regulations in respect to the conduct of the business in which we are engaged.

We believe, however, that compliance with the Federal law will answer all local requirements unless in very exceptional cases, and any question in respect to the compliance with local statutes or ordinances, as well as any uncertainty as to the interpretation or application of the Federal statute to our products and methods of sale should be taken up with the legal department. We have been in full sympathy with the Federal statute from the beginning and all representatives in the field should be very guarded against violating any of its terms.

#### NEW RULING ON STORING CARCASSES.

The Department of Agriculture has issued a ruling making it permissible to store carcasses and parts thereof intended for sterilization, when the new regulations are in effect. This is a very important ruling, as it will conserve a very large supply of foodstuffs just at the time when it is needed, and it is entirely probable that sterilized products will be permitted in trade in advance of November 1, if the labeling and other requirements are met by the packers. The ruling of the Department is as follows:

United States Department of Agriculture.  
To Inspectors in Charge of Meat Inspection:  
You are advised that pending the date upon which the revised regulations B. A. I. Order 211 become effective, it is permissible to store carcasses and parts thereof passed for lard and passed for tallow. This provision is made in order that such carcasses and parts may be canned on and after November 1, 1914, in lieu of being rendered into lard or tallow.

Each carcass and quarter for such storage shall be marked with the appropriate ink brand. Parts of carcasses, such as pork tongue, beef and pork cheek meats, etc., which are of such character or size that they can not be branded, shall be placed in containers bearing the appropriate mark (passed for lard, or passed for tallow). To each such carcass, quarter and container there shall be securely affixed a U. S. retained tag for identification. Such carcasses, quarters, and parts may be placed in freezers or in pickle or dry salt, and shall be stored separate from other meats in rooms or compartments equipped for secure locking and be held under Bureau lock.

On and after November 1, 1914, such carcasses, quarters and parts which are found to be sound upon reinspection, and which are not rendered into lard or tallow, shall be sterilized and canned in accordance with the provisions of regulation 15, B. A. I. Order 211, if intended for food purposes.

Inspectors will immediately request the

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## SOUTH AMERICAN TRADE IN CANNED GOODS

### Statement of Present and Prospective Market Conditions

By E. A. Thayer, Commercial Agent, Department of Commerce.

[EDITOR'S NOTE.—The special report of Mr. Thayer on the canned goods trade in South America is summarized in the following article, omitting matter pertaining exclusively to fruits and vegetables except where these indicate general conditions better than packinghouse products. The stoppage of exports from Europe for several months to come makes this report by a recognized authority on the subject who has just finished a tour of investigation, unusually valuable to American canned goods manufacturers desiring to gain a foothold in South America.]

#### Introduction.

Annual imports of canned goods in South America amount to about \$14,000,000 (not including Brazil), of which the United States supplies about 18 per cent. The only countries in South America doing a canning business of any importance are Argentina, Chile and Uruguay.

Argentina cans large and increasing quantities of meats and fruits. No extensive canning of vegetables is done at present, but this industry will grow. Chile cans fruits, vegetables, shellfish, fish and milk. In 1911 condensed milk was produced valued at \$200,750, and other canned goods valued at over \$3,000,000. Uruguay cans meat regularly, but the canning of fruits and pickles is carried on only in the years when surplus crops of fresh fruits and vegetables are not consumed.

Argentina, Uruguay and Ecuador have pure food laws national in effect. Most of the other countries have local ordinances governing the inspection of food products in the principal municipalities.

The heaviest exports of canned goods from the United States to South America consisted in 1912 of salmon \$609,383, oysters and other shellfish \$249,283, butter \$157,702, meats \$139,103 (a loss compared with 1911 of 24 per cent.), and fruits \$102,044.

The greatest opportunities for increased trade lie in condensed milk, of which the United States supplied \$40,031 in 1912; vegetables, of which the United States supplied \$58,530; and canned fish, aside from salmon and shellfish, of which the United States supplied \$36,718, and in which there has been a marked decrease in American imports in the past two years. There should also be an opportunity for increased trade in fruits, jams, marmalades, pickles and sauces, except possibly in Argentina and Chile.

Attention is drawn to the necessity of having trade-marks and trade names registered in the different countries of South America. This matter should be attended to before any goods are sold, or at least before any goods are shipped.

Attention is called to Special Consular Reports No. 54, entitled "Foreign Trade in Canned Goods," issued by the Bureau of Foreign and Domestic Commerce. Copies of pure food laws and regulations are on file in this bureau.

The United States supplied about one-half of the total imports of canned meats in 1911, but fresh meat is plentiful and reasonable in price, though much higher than formerly, and in addition to this Argentina consumes some 300,000 kilos of canned meats of its own production. Then, too, canned fish is more favored than canned meats.

#### Meat-Canning Industry.

There are 17 meat-canning factories in Ar-

gentina, and their product will average as good as the American article and retails for 35 to 50 per cent. less. (See report on meat canning in Argentina in Special Consular Reports No. 54, page 131.) The refrigerating plants can only the meats that they can not refrigerate and ship, owing to poor appearance, bruising, etc., while the jerked-meat plants usually can tongues and oxtails. The factories are finding difficulty in securing animals to slaughter and the price of beef on the hoof is nearly 50 per cent. higher than a year ago. Argentina is passing from the pastoral to the agricultural stage, and the number of cattle is decreasing. The refrigerating plants formerly killed no cattle under 5 or 6 years of age, but now it is difficult to find cattle over 3 years of age.

The production of canned meats by the factories in 1912 was as follows:

Articles.	Exported. Cans.	Domestic sale, Cans.
Ox tongues .....	127,816	104,504
Mutton .....	43,684	347,563
Boiled beef, 6-pound cans .....	67,684	9,802
Boiled mutton—		
6-pound cans .....	185,552	26,299
3-pound cans .....	12,120	
2-pound cans .....	11,280	
Corned beef—		
1-pound cans .....	3,375,652	20,326
2-pound cans .....	69,122	11,647
6-pound cans .....	3,736,214	15,065
1/2-pound cans .....	21,216	
14-pound cans .....	27,144	
Corned mutton, 6-pound cans .....	10,808	240
Ox cheek .....	6,334	22,626
Ox tails .....		428
Roast beef, 2-pound cans .....	22,080	305
Brisket beef, 2-pound cans .....		24
Deviled ham .....		6
Potted tongue .....		8,382

Butchers and boners in the factories receive from 20 to 25 cents American currency per hour, women and girls from 10 to 12½ cents per hour, boys from 8 to 12½ cents per hour, and men from 12½ to 25 cents per hour. The working day is from 8 to 10 hours.

The imports of canned meats from the United States are largely made up of canned pork, amounting in 1911 to \$20,187 and in 1912 to \$44,683, American currency. The sale of imported canned meats will be limited for many years to come, partly on account of home production and partly because the class of people who can afford to purchase imported goods is relatively small.

All of the importers complain that they must pay cash in New York in ordering canned goods of all kinds; they think credit should be extended at least until arrival of goods in Argentina. Complaint was also made by several importers that canned goods do not come up to grade of samples submitted.

Under the pure food regulations in Argentina samples are submitted from time to time by the customers to the municipal chemical office in Buenos Aires. The entry or sale of adulterated or altered substances is prohibited. The use of salicylic acid, borax or its salts, or any other preservative not expressly permitted, is prohibited. The use of aniline or other mineral colors to color food products in any form is likewise prohibited. Innocuous vegetable coloring materials may be employed, such as indigo, saffron, or cochineal. The introduction and sale of products sweetened with saccharin or other artificial

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## PRACTICAL POINTS FOR THE TRADE

### THE BLEACHING OF GREASES.

Numerous inquiries have reached The National Provisioner like the following: "Is there any way in which dark or yellow tallow can be whitened?" It may not be whitened, but it can be bleached. The following detailed description of the bleaching of greases is intended to answer this and other questions:

It has not been heretofore the universal practice to bleach the various greases in the packinghouses, although it would prove an enhancement to the value of such products. As most of the greases cannot be bleached to a satisfactory color by the use of fullers' earth, they are usually submitted to such treatment as distillation whereby the fats are split up into their component parts: stearin or stearic acid, oleic acid or olein or red oil, and into glycerin.

The stearic acid is a body of great hardness, resembling paraffin without the latter's glassy appearance or transparency. This acid is used principally in the candle industry. The oleic acid, or red oil, is used to a large extent in the manufacture of cleaning compounds for metal work. In this instance solid bodies, such as pumice stone, rotten stone, infusorial earth or similar erasives, are intimately mixed with the oleic acid to obtain a pasty condition. Mirban oil is usually added to this mixture in order to cover the otherwise offensive odor of the free oleic acid.

The yield of glycerin varies from 6 to 10 per cent. of the grease originally employed, according to the amounts of free fatty acids contained in the latter and to the method of recovery of the glycerin. This substance is an oily appearing liquid, having a very sweet taste and being water white in color if in a pure state. It is miscible with water in all proportions. It is used for medicinal, toilet and similar preparations and to a very large extent in the manufacture of explosives, for stamping inks, hectograph pads and printing press rollers.

As already stated, the fullers' earth treatment is rarely used in the bleaching of greases, for the reason that very little benefit is derived from its use and also that the cost

of the earth, together with that of the various operations connected with the fullers' earth, bleaching process are unreasonably expensive and out of proportion to the results obtained. A more satisfactory bleach of greases is obtained from a chemical bleaching process in the following manner:

For a batch of about 1,000 pounds of grease to be bleached 4 pounds of bichromate of potash,  $1\frac{1}{4}$  pounds of sal soda and 5 pounds of permanganate of potash are dissolved in 250 gallons of water. The grease is melted by steam, preferably in a wooden tank of sufficient capacity.

These tanks are usually conical in shape, being wider at the top and narrowing down towards the bottom. A coat of asphalt paint increases the durability of the tank in rendering the wood thereof more resistant to the action of the acids and of the other chemicals employed in this process. The piping provided in the tanks is that for the delivery of air from an air compressor, and one set each for closed and open steam. Draw-off cocks are provided at the bottom of the tanks. No copper or brass connections or fittings must be used, as these are corroded by the chemicals used in a very short time, iron piping and fittings being the most suitable and economical in this connection. A good and liberal supply of water and a capacious air blower should be available.

When the grease is melted by the application of heat from the closed steam coil the latter is shut off and the above solution of chemicals is added to the former. The two liquids are now thoroughly agitated by means of compressed air for thirty minutes. Care should be taken that the temperature of the mixture does not become excessive, from 120 to 150 degs. Fahr. being sufficient at this stage of the process.

In case the temperature should rise abnormally, it may be convenient to reduce the air blowing, which will retard the chemical action of the chemicals on the impurities of the grease, which will then incidentally reduce the temperature, and in which manner the latter can be controlled within certain limits. Another solution is prepared meanwhile, consisting of 10 quarts of sulphuric

acid of 66 degs. B. strength and 8 quarts of water. Precaution must be taken to always add the acid to the water, and never the water to the acid, as serious results are sure to happen in the latter case. The acid should be added to the water in a thin stream, stirring meanwhile, and the mixing should be done in some earthenware vessel, for the reason that the metals are rapidly corroded through the contact with the diluting sulphuric acid.

When the air has been blown into the grease and bichromate mixture for the 30 minutes prescribed, the acid solution is poured into this mixture, the agitation by air being kept up until the grease shall have assumed a green color, when the closed steam coil is applied for about 5 minutes. The air blowing is now discontinued and the mixture brought to a boil, which must continue for 10 minutes. The steam is then shut off and the mixture left to settle in the tank, which is accomplished in from 20 to 30 minutes, when the water containing the various chemicals, impurities and the extracted and decomposed coloring matter of the grease will be found beneath the grease, the latter floating on the surface in a more or less purified and bleached condition.

The subnatant liquid is removed by drawing off through the cocks at the bottom of the tank provided for the purpose. A further purification of the remaining grease is now in order. This is accomplished by washing with a spray of warm water applied to the surface of the grease. This water, while subsiding through the grease, carries further impurities and remaining chemicals down with it to the bottom of the tank, whence it is withdrawn by means of the cocks.

The washings may have to be repeated a few times, or until the grease shall be of sufficient purity, which can easily be determined by withdrawing a sample of the same into a glass sample bottle and observing its transparency. A cloudy appearance can indicate either an insufficient washing or the presence of a surplus moisture in the grease. In the former case the washing by means of

(Continued on page 20.)

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## STILL BLAME PACKERS

The meat situation is practically unchanged  
since last week so far as available supplies  
are concerned, but there has been another  
wave of agitation against the packers in  
political and newspaper circles. It seems  
that no unusual circumstance can arise with-  
out the packers being immediately drawn to  
the forefront and being held up to public  
criticism and vilification. As usual in these  
attacks there is absolutely no study of the  
conditions under which meat food products  
are produced, nor is there the slightest de-  
sire on the part of the agitators to get at the  
real facts.

In the present agitation the National,  
State and various municipal governments

have started investigations to ascertain why  
markets have risen and if these are carried  
out conscientiously will have the usual result  
so far as the packers are concerned. For the  
past twelve years the packers have been in-  
dicted, tried, criticised and persecuted, and  
in every case have finally been vindicated.  
The lesson of all this seems to be lost, how-  
ever, because it is always popular to attack  
the packers, and the trade itself is largely  
to blame for this, for it is always acting on  
the defensive and permitting false ideas to be  
widely spread.

It is doubtless a fact that there is not a  
single packing concern in the country today  
which is making any money, but that does  
not lessen the ardor of the agitators. They  
never take into consideration the high cost  
of livestock, the expensive overhead charges,  
and all of the incidentals and heavy expenses  
of packinghouse operation. Regardless of  
actual conditions, the press and public seem  
to be of the opinion that the packinghouse  
trade should not be operated as other busi-  
ness institutions are, and that regardless of  
cost, the selling price should always be very  
low.

The trade will have to be patient under ex-  
isting circumstances and full and frank an-  
swers to questions of investigators and grand  
juries, or others who are properly authorized  
to inquire into their private affairs will be  
the best course. There can be only one re-  
sult, and that is complete vindication of the  
meat trade and a further demonstration of  
the fact that despite its alleged allurements,  
nobody seems to be particularly anxious to  
enter the packinghouse trade and to become  
one of the targets for abuse.

## ONE WAY TO HELP BUSINESS

There is one government bureau which is  
trying to help business instead of harassing  
it, and that is the Bureau of Foreign & Do-  
mestic Commerce of the Department of Com-  
merce. The practical trade promotion work  
begun some years ago has gradually been  
expanded by Chief Baldwin, with the aid of  
liberal appropriations from Congress, and  
from being strictly a foreign commercial  
proposition, it has been developed along do-  
mestic lines as well.

Not only are agents sent abroad and  
throughout home territory, but the bureau  
has now established permanent branch offices  
throughout the country. Reports from the  
four branch offices which are already in  
operation in New York, Chicago, New Or-  
leans and San Francisco, indicate increasing  
interest among business concerns in the work  
of the bureau and its branch offices. Re-  
sults tend to show that the branch offices  
will be of even greater benefit to American  
manufacturers than was at first anticipated.  
Many who heretofore have made no effort

to engage in the export trade now appear  
anxious to engage in that business, and the  
lists maintained at the various branch offices  
of business houses which are to receive the  
information distributed are being augmented  
daily by the addition of new names.

About 470 manufacturers or their repre-  
sentatives visited the New York office, 130  
the Chicago office, 40 the New Orleans office,  
and 131 the San Francisco office during the  
month of June, while the calls made upon  
business concerns and associations by the  
commercial agents in charge of the offices  
mentioned approximated 34, 42, 50 and 74,  
respectively. During the month the New  
York office received 1,927 letters and wrote  
885; the Chicago office received 987 and wrote  
995; the New Orleans office received 194 and  
wrote 298; and the San Francisco office re-  
ceived 369 and wrote 486.

From the scope this branch office work has  
already attained an idea may be gained of  
the possibilities of trade promotion through  
the aid of this bureau.

## THE TEST OF THE EXCHANGES

Without warning, the acid test was dra-  
matically applied to exchanges recently, and  
the exchanges promise to emerge unscathed.  
Antagonists of the American contract mar-  
kets have had an awe-inspiring and unequiv-  
ocal lesson forced upon them.

The lapse of a mere week without a cot-  
tonseed oil market at New York, virtually  
threw the entire trade into a state of con-  
fusion. One could not learn with assurance  
whether crude oil was commanding 35 cents  
or 39 cents a gallon. The aggravation would  
have been more intense if the oil season had  
been in full swing.

A more vivid picture is presented by the  
gulf separating users and producers of cotton.  
Advices tell of a cent a pound difference in  
cotton offers at the South. If the wheels of  
the Cotton Exchange had been in motion a  
discrepancy of 1/4 cent per pound would have  
been viewed as remarkable.

Likewise, some of the holders of stocks and  
bonds are nearly frantic, not having before  
them each day official quotations from the  
New York Stock Exchange, and having been  
deprived, for the present at least, of what  
is really the private bank of hundreds of  
thousands of investors.

The war in Europe is deprecated. When a  
balance is struck at the end of the terrible  
conflict, debits of startling magnitude will  
stand out. There will be credit items, how-  
ever, and among these will be found the dis-  
closure concerning the merit of exchanges.  
The war abroad has made possible the demon-  
stration that contract markets are vital or-  
gans to the business world, which organs are  
as delicate and as necessary as those in the  
human body.

## TRADE GLEANINGS

The city of Baton Rouge, La., will erect an abattoir.

Cudahy Packing Company will erect an \$18,000 branch house at Sioux City, Iowa.

John H. Minge, Henry Fitts and Rosa Minge have incorporated the Marengo Cotton Oil Company.

The lard refinery and fertilizer buildings of the Eckert Meat Packing Company, Henderson, Ky., which were recently destroyed by fire, will be rebuilt.

The fertilizer department of the Danahy Packing Company, Buffalo, New York, was completely destroyed by fire. The loss was estimated to be about \$50,000.

The Brunson Cotton Oil Company, Brunson, S. C., has been incorporated with a capital stock of \$5,200 by S. A. Agnew, president, and J. Q. Stillwell, manager and treasurer.

H. E. Latter, W. J. Maloney and O. J. Reichard have incorporated the National Hog Company, Wilmington, Del., dealing in livestock and conducting ranches, with a capital stock of \$100,000.

### THESE GOODS ARE NEEDED NOW.

The cessation of sailings of all steamers and consequent export of all goods has created a shortage in many lines in South American countries which ordinarily buy in England, Germany or Portugal, and which are now appealing by cables to this country for supplies. Among the demands recorded, according to the U. S. Department of Com-

merce, are the following of interest to the packinghouse trades:

Iquique.—Nitrate trade reduced to a minimum and many factories closed. All supplies short.

Montevideo.—Large demand for leather, soaps, general provisions.

Callao.—Within six months large demand for preserved meats is expected.

Colon.—Cheap laundry soap needed now.

Panama.—Foodstuffs required at present.

Port au Prince.—Salt meats, salt pork and lard are scarce. Prices have advanced 50 per cent.

The Department of Commerce has some new inquiries for American goods, about which more can be learned from it by asking and referring to the inquiry by number.

No. 13536. Ice-making Machinery.—A report from an American consular officer states that a dealer in machinery in one of the capitals of Europe is interested in American ice-making machinery. Catalogues should be forwarded at once. Correspondence may be in French.

No. 13537. Packinghouse Accessories.—An American consul has received a request from a business man in his district to be put in touch with American makers of machinery dealing with packinghouse work, including glue making, tank water evaporation, meat extracting, including corned-meat scalds and pickles, margarin, and all accessories connected with an up-to-date packinghouse.

The municipality of Vladikavkaz, Caucasus, is discussing and will, probably, in the near future appropriate funds for the construction of a modern slaughterhouse, with refrigerators and machinery for the utilization of by-products. The municipality intends to utilize the water power available for lighting the city streets and public buildings. Communications should be addressed to Mr. A. Tkatchev, mayor of Vladikavkaz, and to Engineer Agadjanov, of Tiflis.

### THE NEW INSPECTION REGULATIONS.

Like the man who stood so straight that he leaned backward, our Federal meat inspection regulations have erred on the side of safety—and waste. It is needless to recall the reasons. Yellow press clamor at home and the

inimical attitude of foreign markets seemed a justification in our time of plenty. But no sort of candle burning at both ends will last. The tons of edible meat sacrificed on the altar of ultra-severe inspection regulations would go far toward feeding a world now faced by actual hunger. Our standard of meat inspection stood at greater heights than that established by any other nation. Whether it profited us our declining exports can answer. Letting the dead past bury its dead, we now turn face toward a more rational and economic future. The new Federal meat inspection regulations make clear many points hitherto dubious, give reasonable option to inspectors in cases which do not fall under hard and fast rules, and above all provide for the utilization of tons of wholesome meat hitherto removed from consumption. The European practice has been essentially adopted, and marked economy in our failing supplies will be effected. Provision is made for a more rigid ante-mortem inspection than ever before, while methods of post-mortem examination are provided which will rescue from the rendering tank much wholesome human food. It is designed to sterilize all parts which fall under reasonable suspicion and to can and sell them under a label which will plainly inform purchasers as to their origin. Hear this sane note from the general chorus of re-established reason in packing house inspection:

"Meat should not be destroyed if the lesions are localized and not numerous, if there is no evidence of distribution of tubercle bacilli through the blood or by other means to the muscles or to parts that may be eaten with the muscles, and if the animal is well nourished and in good condition, since in this case there is no proof, or even reason to suspect, that the flesh is unwholesome."

With an acute stage in our failing supplies and almost all Europe in a vast and awful armed camp, it is high time that the irrational wastes of the past few years should cease and all our wholesome meat products be conserved for the sustenance of man in peace and war.—Chicago Breeders' Gazette.

### THE BLEACHING OF GREASES.

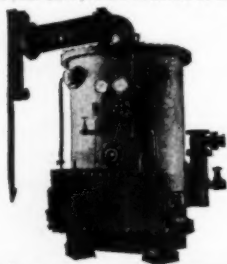
(Concluded from page 18.)

the warm water spray must be repeated, while in the latter case closed steam must be applied after the sedimentation water has been removed through the cocks.

The steam should be left on until no more steam bubbles arise from the surface of the grease, the temperature during this time remaining at about 220 degs. Fahr. When the grease has become perfectly dry, or nearly so, it will show as a clear and transparent liquid when placed in the glass sample bottle while still hot. On cooling, of course, it becomes opaque, but will assume a light color, though it remains comparatively dark as long as the grease is hot and in the liquid state. It can now be removed to the storage tank or drawn off into tierces as desired.

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# SOUTH AMERICAN TRADE IN CANNED GOODS.

(Continued from page 17.)

sweeteners is prohibited unless the containers are clearly labeled to show what materials have been used in their manufacture; this applies to syrups, candies, preserves and fruit juices, but a later section provides that the employment of saccharin, sucrose and other artificial sweeteners in the elaboration of solid or liquid food products for public consumption is prohibited. The words "olive oil" can be placed only on containers that contain the said substance without any mixture whatever.

The imports of canned meats in 1910 amounted to 188,443 kilos, valued at 94,221 pesos—peso equals \$0.9647 American currency. Of this amount 46,844 pesos' worth came from this country, a gain of 24,592 pesos over preceding year.

## Bolivia.

The imports of canned and preserved food products in this amount to half a million dollars annually, and of this the United States does not supply 10 per cent. Bolivia, of necessity, aside from the Indian population, must use large and increasing quantities of canned goods. The vast central plateau is arid and practically no fruits or vegetables can be raised. Cattle for beef are imported, the value of imported live animals in 1911 amounting to more than \$1,400,000.

The Indians live on jerked mutton and frozen or dried potatoes. Of the total population of 2,500,000, probably not more than 10 per cent. are purchasers of canned goods. Notwithstanding the fact that fresh beef is imported on the hoof, it is not high in price, varying from 10 to 20 cents per pound. In the cities fresh vegetables, which are brought in from the surrounding country, are also relatively cheap, and canned goods are not a staple article of diet. In the smaller towns on the plateau, and at all of the mines, canned goods are a staple article of diet, and as the country develops more and more canned goods will be used.

Increasing quantities of canned goods are imported from Chile, as proximity and lower freight rates militate in favor of this trade, and keener competition may be expected by other nations as the canning industry develops in Chile.

The United States leads in salmon and oysters; Great Britain in canned meats, preserves, jellies, marmalades, pickles and sauces.

In general there is no feeling against American canned goods, and when used they are well liked, but in most lines the European product can be purchased by the importer for 10 to 15 per cent. less than the American product. Then, too, many of the merchants and importers are German, English, Spanish or Italian, and they naturally push their home products, other factors being equal. American merchants and importers are few and far between.

Merchants and importers prefer doing business direct with the manufacturer and exporter, but claim to find difficulty in making satisfactory business connections with American houses. Goods for export to Bolivia must be carefully packed, as most of them are handled six or seven times and under unfavorable conditions. Packing cases should be small, not weighing over 140 pounds, and

of such a shape that they may be packed on mules. European houses grant much better terms of credit than American houses, the usual term being six months from date of invoice and in some cases longer. American houses allow 60 to 90 days from the date of the invoice, and some houses still demand cash against documents New York.

The tax on commercial travelers in Bolivia is heavy, whether samples are carried or not, running from \$80 to \$400 in different towns of the Republic. Under such circumstances many merchants purchase from catalogue. Catalogues and correspondence should be in Spanish, and any advice from the importer as to packing, marking and route of shipment should be followed.

There is no pure food law in Bolivia that is national in effect. The municipalities have ordinances, but up to the present time these have not proved very effective.

There are no canning factories in Bolivia, and in all probability there will be none for many years to come.

All canned goods suffer from swellage in Bolivia; shipment through the Tropics and then to high altitudes, where the atmospheric pressure is less, is the cause of this trouble.

## Brazil.

The total imports of canned goods into Brazil, with the imports from principal countries given separately, are shown in the following table for 1911 and 1912; the values are in United States currency:

Articles and principal countries of origin.	1911.	1912.
Preserved meats and meat extracts:		
United States .....	\$37,282	\$25,202
Portugal .....	130,917	121,445
Italy .....	59,886	51,846
France .....	25,803	35,156
Other countries .....	54,985	44,775
Total .....	\$258,873	\$308,424

The production of canned goods, especially of canned fruits, has been steadily increasing in Brazil during the last few years. Formerly home production was limited almost wholly to the canning of pastes, such as "guayabada," made with sugar and the fruit guava, and "marmelada," a similar product made with the fruit "marmelo" or quince, but at present the canning or preserving of other domestic fruits, as the pineapple and "caju," is becoming extensive.

Because of the high prices demanded in this market for foreign canned fruits, their consumption is very limited. Imported goods, usually in 2-pound cans, retail for about \$1.17 United States currency per can, and in bottles or glass jars, as cherries and jams, at about \$1.98 United States currency per kilo (2.2046 pounds).

American corned beef is imported in 2-pound cans in cases of 24 and retails at \$1.13 United States currency per can. Frankfurter sausages in 2-pound cans are imported from Germany. In the southern part of Brazil ox tongues, one tongue to the can, are put up for European consumption.

Many of the large retail dealers in groceries import their American canned goods from the United States through New York commission houses. There are only a few wholesale dealers in groceries. Exporters to Brazil are advised to quote only prices f. o. b. New York or other port of lading, or c. i. f. Rio de Janeiro or other port of entry, in view of the character of the Brazilian customs tariff and peculiar local conditions affecting customs clearances.

Imported canned goods are subject to government inspection, which often requires one can of every case. The cost of this inspection is \$6.47 United States currency, which, added to the high rate of duty and retailers' large profits, brings the cost of a can of peaches or pears, for example, to five or six times its cost in the United States. Besides customs duties and inspection, canned goods, whether domestic or foreign, are subject to an internal revenue tax of \$0.032 United States currency per can of 1 kilo (2.2046 pounds), paid in the case of imported goods at the time of customs clearance and represented by stamps placed by the importer on the cans.

Importers of canned goods, particularly of canned fruits, are generally given 90 days' credit, and wholesale and retail dealers in domestic canned fruits receive from 40 to 60 days' credit from local canning factories.

## Special Report on Pernambuco.

Canned goods, such as asparagus, potted meats, corned beef, tongue, sausages, sardines, preserved fruits, soda biscuits, sweet bisenits, sweet corn, tomatoes, pears, butter, etc., are imported into Pernambuco from the following countries in the order given: England, Germany, Portugal, France and the United States. Approximately 10 per cent. of the total amount imported comes from the United States.

The preference is for goods from Portugal; then follows those imported from England, Germany, France, and, lastly, the United States. This preference is not due to any prejudice or marked difference in the quality of the goods, but chiefly to the size of the different foreign colonies, the largest of which is Portuguese and the smallest, the American.

American canned goods are ordered by merchants here almost exclusively through New York commission houses, who allow a credit of 90 days' sight. The owner of one of the oldest wholesale and retail stores in this city states that travelers representing American canned goods concerns had never visited this city, or at least had never visited his store.

I have personally, through the courtesy of the proprietors, inspected the stock of several of the largest stores in Pernambuco and have discovered that the amount of American canned goods in proportion to the amount in stock is quite insignificant. Many stores carry nothing at all; others only a small amount.

These conditions ought to be changed. The greater portion of American canned goods is as attractive and as scientifically and hygienically prepared as any on the market, and the quality, too, is a point of decided advantage. It seems as though such goods ought to be imported and sold throughout this country at prices that would enable them to compete successfully with any similar articles on the market, with the possible exception of those of domestic manufacture.

The best way for American manufacturers to extend their trade in this line is to send out representatives who are acquainted with trade conditions, the customs and tastes of the people, and thoroughly familiar with the Portuguese language. If this be inconvenient, then recourse could be had to catalogues printed in Portuguese and all weights, etc., stated in terms of the metric system.

(To be continued.)



# ICE AND REFRIGERATION

## ICE NOTES.

Wilmington, N. C.—A cold storage plant to cost \$3,000 to \$4,000 will be installed by the Orton Hotel.

Syracuse, N. Y.—The capacity of the Syracuse Cold Storage Company will be increased from 100 to 200 tons a day.

Washington, D. C.—Plans are being prepared for the Chapin-Sacks Manufacturing Company for an ice cream factory and ice storage house.

## FOURTH INTERNATIONAL CONGRESS.

The following preliminary rules for organization of the Fourth International Congress of Refrigeration have been prepared and are published in the Bulletin of the Russian Refrigeration Committee:

### Statutes.

1. Under the resolution of the Council of Ministers and the Refrigeration Committee, the Fourth International Congress of Refrigeration shall convene in 1916 in St. Petersburg. The exact time of the Congress shall be fixed by the Executive Committee of the Congress conjointly with the International Association of Refrigeration.

2. The object of the Congress shall be the discussion of refrigeration problems of vital importance.

3. The deliberations of the Congress will be held in four different languages—Russian, German, French and English.

4. In the work of the Congress shall participate representatives of the Russian and foreign governments, members of the International Association of Refrigeration, members of Russian and foreign refrigerating organizations, representatives of scientific societies and institutions, high schools, rural and municipal institutions, industrial leaders, public and trade bodies concerned in the development of trade and industry and agriculture, representatives of railways, central and district committees for the improvement of transportation of large consignments, credit societies, insurance and steamship companies, joint stock concerns, associations and industrial trade firms and persons occupied in manufacture or trade in implements and appliances for the refrigerating industry or interested in refrigeration.

5. The Congress shall be constituted of

(1) Honorary members, (2) Contributing members, (3) Active members, and (4) Associate members.

6. Honorary members shall be elected among persons who are or may be connected with the development of the refrigerating industry owing to their official or public position, or influence, or having rendered service to science, or eminent scientists and persons known for their personal merit.

7. Contributing members may be all persons interested in the development of the refrigerating industry and having materially contributed to the Congress. Contributing members shall possess all the rights of active members.

8. Active members may include all persons answering to the qualification as provided by paragraph 4 of these statutes and having paid the dues for membership.

9. Persons belonging to the families of members of the Congress may be present at the sessions of the Congress (but without right of voting) in the quality of associate members, after having paid diminished fees. Associate members do not receive Congress papers.

10. Every member of the Congress shall receive from the Executive Committee a membership card entitling him to participate in sessions and other occupations, in excursions, etc. All active and contributing members shall receive copies of the proceedings of the Congress gratis.

11. For the organization of the Congress a special Executive Committee shall be formed of representatives of the Refrigeration Committee at the Ministry of Trade and Industry and of sections thereof, and of Moscow, Kharkov, Tiflis, Turkestan and Tomsk Refrigeration Committees. The number of members comprising the Executive Committee to be decided upon by the Refrigeration Committee at the Ministry of Trade and Industry.

12. The President of the Executive Committee, the Treasurer and Secretary General of the Congress shall be elected by the Refrigeration Committee at the Ministry of Trade and Industry.

13. Different duties pertaining to the organization of the Congress shall be divided among the members of the Executive Committee by mutual agreement.

14. The Executive Committee shall be entitled to invite to their meetings such persons as may be useful in attaining success

of the Congress. The Executive Committee has the right to elect honorary members of the said committee.

15. The funds for the organization of the Congress shall be formed of (a) government and other contributions, (b) appropriations of the Refrigeration Committee, and (c) of dues for membership of active and associate members.

16. All sums received by the Refrigeration Committee at the Ministry of Trade and Industry for the organization of the Congress shall be forwarded to the Executive Committee, who shall plan an estimate of expenses and shall submit the annual accounts as well as the accounts for the Congress to the Refrigeration Committee at the Ministry of Trade and Industry.

17. Under these statutes the Executive Committee conjointly with the International Association of Refrigeration are preparing detailed rules and program for the Congress.

### Work of the Congress.

At the suggestion of the International Association of Refrigeration the work of the Fourth International Congress of Refrigeration will be undertaken as follows:

1. The first session of each section of the Congress will consist of a general meeting of the International Committee; to be discussed, the question or questions studied during the three previous years by the International Committee; the report to be made by the secretary of the meeting, formerly appointed from among the members of the committee.

2. The following sessions of each section of the Congress to be devoted to the discussion of the questions of most interest to the country in which the Congress is to be held, a list of the said questions to be prepared one or two years before the Congress by the Executive Committee with the ratification of the International Association of Refrigeration. Different communications on new questions will be submitted by the Executive Committee of the Congress.

It is stated in the Bulletin of the Russian Refrigeration Committee, that said committee, at the request of the International Association of Refrigeration, who expressed the wish that the Fourth International Congress of Refrigeration be convened in March or May, 1916, has decided to inform the International

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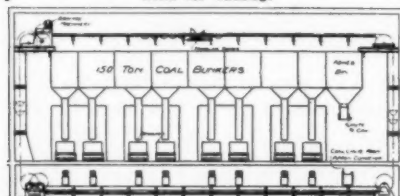
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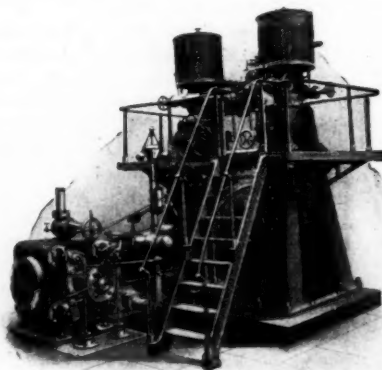


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CLEVELAND: General Cartage & Storage Co., Henry Bollinger.  
DETROIT: Riverside Storage & Cartage Co., Newman Bros., Inc.  
DALLAS: Oriental Oil Co.  
HAVANA: O. B. Cintas.  
INDIANAPOLIS: Railroad Transfer Co.  
JACKSONVILLE: St. Elmo W. Acosta.  
KANSAS CITY: Crutcher Warehouse Co.  
LIVERPOOL: Peter R. McQuile & Son.  
LOS ANGELES: United Iron Works.  
LOUISVILLE: Union Warehouse, 7th and Maguilla Sts.  
MILWAUKEE: Central Warehouse.

MEMPHIS: Patterson Transfer Co.  
MEXICO, D. F.: Ernst O. Heinsdorf.  
NEWARK: American Oil & Supply Co.  
NEW ORLEANS: Chas. F. Rantz.  
NEW YORK: Roessler & Hasslacher Chemical Co., Shipley Construction & Supply Co.  
NORFOLK: Nottingham & Wrenn Co.  
OKLAHOMA CITY: O. K. Transfer & Storage Co.  
PITTSBURGH: Pennsylvania Transfer Co.  
PROVIDENCE: Rhode Island Warehouse Co.  
ROCHESTER: Shipley Construction & Supply Co.  
SALT LAKE CITY: Utah Soap Co.  
ST. LOUIS: Pillsbury-Becker Engineering & Supply Co.  
ST. PAUL: R. B. Whitacre & Co.  
SAN ANTONIO: Oriental Oil Co.  
SAN FRANCISCO: United Iron Works.  
SAVANNAH: Benton Transfer Co.; R. Zuck, Jr.  
SPOKANE: United Iron Works.  
SEATTLE: United Iron Works.  
TOLEDO: Moreton Truck & Storage Co.  
WASHINGTON: Littlefield, Alvord & Co.

Association that the best time for the Congress in St. Petersburg would be the end of May; as towards this time the studies in schools are terminated, and scientists will be able to participate in the Congress.

### THE DISTILLING SYSTEM.

By Peter Neff, C. E., in Ice.  
(Continued from last week.)

#### Method of Prevention.

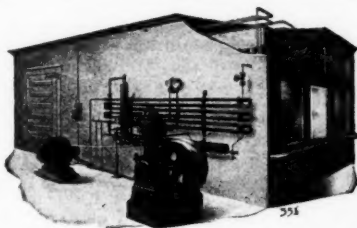
Manifestly, the reboiler must not be allowed to drain until the outlet is exposed, but this does not mean that all the water need be removed. If one will pull the stopper in a basin full of water it will be noted that before it is empty the water has set up a whirling motion that such in air. The reboiler must be provided with an automatic device that will stop the flow of water before it reaches the point where air will be sucked in. We are here dealing with a reboiler so located that it gives sufficient head for the flow of the water through the balance of the apparatus. There are systems where water is pumped from the reboiler through the system which offer problems peculiar to that type.

If now the automatic control shuts off the water from the reboiler near the exit there will be a sucking tendency in the lines below. If there is the most minute leak, air will enter, pressure with the atmosphere will be established and the water in the apparatus will have sought its level; and when the reboiler opens the valve, we will find more or less of the apparatus filled with air; it is, therefore, always best to place the regulating valve at some point below the level of the bottom of the storage tank, so that when it shuts off it will hold the column of water up to the reboiler and, even if this regulating valve leaks, a little, the line from it to the reboiler will be kept full by the water in the reboiler and no air will enter. Of course, if this leakage is sufficient to empty the reboiler, air will enter.

#### Location of Flat Cooler.

Now, if the flat cooler is placed above the storage tank, it simply increases the chances for air to enter. Even where the regulating valve is placed below the storage tank level and holds the water back in the flat cooler, there is still an opportunity, when the valve opens and the water rushes through, to produce a suction on all the joints of the flat cooler, and if there is any leak, even about a valve stem, air will enter. Therefore, the

WATCH PAGE 48 FOR BARGAINS



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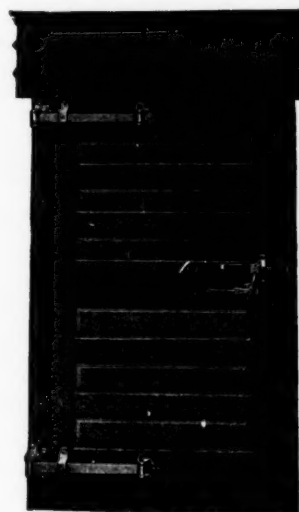
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Ice-Making and Refrigerating Machinery exclusively.

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## CHANGE OF NAME

On and after September 1st, 1914, "Jones Cold Store Door Company" will change its corporate name and will thereafter be known as—

## THE JAMISON COLD STORAGE DOOR CO.

HAGERSTOWN  
MARYLAND

No change whatever will be made in the organization or the business of the Company. The personnel of the management and the sales and shop force will be the same as it has been since 1907.

flat cooler should always be located below the level of the bottom of the storage tank, and a single pipe line run from the reboiler down to where the regulator should be placed; then, all that has to be contended with is the line of pipe between the reboiler and regulator, and it is comparatively easy to keep this air-tight. The flat cooler thus placed below the storage tank will always be full of water under pressure of the head in the storage tank, and if there is a slight leak it will always be outward and cause no serious trouble.

#### "Air Bound" Plants.

Many plants are so constructed that they may be operated without much difficulty to the operator if run continuously, but when there is stopping and starting will become air-bound and cause annoyance. This can be avoided if the flat cooler is located as stated and the water from the reboiler enters at the bottom; then, any air that may come down with the water from the reboiler will tend to work its way toward the top of the cooler. If the inlet to the top of the filter be slightly above the outlet of the cooler, the air will pass through the connection to the filter, and where the inlet is on the side will rise to the top of the filter. It is assumed that the filter is also below the level of low water in the storage tank. Out of the top of the filter runs a standpipe, open at the top (half inch will be all right); carry this above the top of the storage tank, and the air will pass out of this pipe automatically. As the water level rises and falls in the storage tank, it will do the same in this standpipe. As the water passes downward through the filter the air will tend to work backward and will pass out of the standpipe.

Probably more plants are improperly connected between the filter and storage tank than anywhere else. It is a common practice to run the line up and over the top of the storage tank and then down on the inside. A more perfect trap for air could not be devised. If the line is connected to the side of the storage tank below low water level, or preferably to the bottom, there will be no air-binding, and the plant can be stopped and started without any of the troubles so often experienced.

Then, there is the other fruitful source of air—the draining of the storage tank down to the level of the outlet to the can filler. If the tank man cannot be trusted to stop when the water reaches a certain level, then put on a float valve and shut off the water. The admission of the water into the ice can causes some air to be introduced into the water, but this can be minimized by not having the pressure strong enough to produce a splashing in the can, and by placing the can filler valve in the low side of the can, so that a minimum of water will serve to seal the opening.

It sometimes happens that the supply valve, or line to the filler, will not supply the water as fast as the filler will handle it; then, if there is a leak, either where the hose joins the can filler or where the filler valve stem comes through, some air will be sucked in.

The making of ice requires constant vigilance on the part of the operator, and it behooves him to have the system so that he has as little annoyance as possible.

#### NEW RULING ON STORING CARCASSES.

(Concluded from page 17.)

managers of establishments to promptly submit copies of the labels which they propose to use upon cans of products sterilized as provided in regulation 15.

A. D. MELVIN,

Chief of Bureau.

A later ruling of the Department permits the passage of products intended for sterilization between inspected establishments for storing under the previous ruling and also for interchange of sales later. This ruling is as follows:

To Inspectors in Charge of Meat Inspection:

Referring to Bureau Circular Letter 520 of August 14, 1914, carcasses, quarters and parts passed for lard or tallow may be transferred in cars or wagons under Bureau seals between official establishments at the same or different official stations for storage.

Products thus transferred shall first be marked and tagged for identification as provided in Bureau Circular Letter 520. The cars and wagons in which such products are transferred shall not contain any other class of product, and for each consignment there shall be duly issued and forwarded a copy of the proper form (either Form 100F or Form 109C) changed to show that the product is passed for lard or passed for tallow. Upon arrival at destination, such product shall be unloaded and stored under Bureau supervision as provided in Bureau Circular Letter 520.

Each official station shall maintain a record of the number and kind of such carcasses and quarters, and of the amount and kind of such parts shipped and received, also a record of the car numbers and initials, the date of shipment and receipts, as well as the numbers of Bureau seals attached.

When advance notice of intended shipments or expected receipts of such products is considered necessary in order that the loading and sealing, the breaking of seals and unloading and storing may be given proper attention, inspectors in charge will require of official establishments that such notice be given them.

The Bureau should be promptly informed if there is failure on the part of any establishment to meet satisfactorily all requirements relative to the handling, identification and storing of such shipments as contemplated.

In case a consignment fails to arrive at destination within the time reasonably due, the inspector in charge should call upon the consignee to ascertain the cause of the delay, and take whatever action may be necessary in the premises.

A. D. MELVIN,

Chief of Bureau.

#### TO PRODUCE HOGS AND BACON.

The announcement that the Frigorífico Armour de La Plata, the Armour plant in Argentina, is making installations which will permit it to slaughter 2,000 hogs daily has created considerable interest, and the progress of this enterprise will be followed with close attention by many people, says the Review of the River Plate, the Buenos Aires newspaper.

There is no good reason why the hog industry in Argentina should not develop into one of the most important sources of wealth of the Republic, the newspaper continues. The proportions which it has attained in the United States, where it overshadows every other livestock industry, are well known, and attempts more or less practical to emulate the example of the Northern Republic here in Argentina have not been lacking.

Some few years ago the Las Palmas Company devoted considerable attention and capital to the development of the local bacon industry. Notwithstanding the excellence of

the products which they placed upon the market, the enterprise was doomed to failure, owing to the inadequacy of the supply of the raw material—the live pig—and a branch of business which should have been profitable to the company at the same time that it supplied a satisfactory article to an appreciative market had to be abandoned. The fact that another company has now, after the lapse of a few years, decided to embark in the business indicates that it is hopeful at least of being able to count upon an adequate supply of pigs for their purposes.

Within the last few months there have been unmistakable indications that pig breeding is occupying the attention of an increasing number of Argentine breeders. We recorded only a few weeks ago the constitution of a strong committee charged, at a representative meeting held under the auspices of the Argentine Rural Society, with formulating a report as to the best measures to be adopted to develop the breeding of pigs in the country and also to protect the interests of sellers of the animals who have hitherto exploited by a strong middle man trust. The Argentine Rural Society is so powerful an institution, and its past record of incalculable services to the nation in the improvement of other classes of livestock is so notorious, that it can be assumed that the initiative it has now taken will result in something tangible.

Apart from this initiative of the Rural Society, we understand that a strong company has been constituted to exploit the industry of bacon curing at Rosario de Santa Fe. Among the originators of this enterprise are the well-known names of Messrs. Q. de Acevedo Machado, Dr. Juan Sarghel and Dr. Elia. The syndicate has engaged Mr. Loudon Macqueen Douglas, of Edinburgh, an acknowledged expert in the industry. Mr. Douglas has recently been investigating conditions in this country and has since reported most favorably upon them. He says:

At the present day there is a great scarcity of bacon and pig products in Europe, more especially in the United Kingdom, which consumes larger quantities of these commodities per head of the population than any other country in the world. A few years ago the United States of America exported very large quantities of bacon to the United Kingdom, but during late years this supply has fallen off to such an extent that it is likely, before long, that instead of exporting the United States will be importing pig products to supply their own needs. The reason is that the population of the United States is increasing more rapidly than the herds of swine. Such general considerations are bound to direct the attention of other countries to the needs of the United Kingdom, and already supplies are being offered from Russia, Holland, Australia, and even as far away as China, but these are wholly inadequate to supply the continuous and increasing demand. Holland has, during the last year, increased its exports of bacon to the United Kingdom very greatly, and until recently there seemed every likelihood of a flourishing trade being done between Australasia and the United Kingdom, but this has been checked by the increase in the price of live pigs there to about 8d. per pound, which, judging from the exporters' point of view, is a prohibitive figure.

(Continued on page 43.)



# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce, and hogs by the hundredweight.

### Prices Irregular—Investigation Having Some Effect—Hog Movement Better, Still Light Hog Values Firm—Some Export Demand.

The market for provisions has been nervous and unsettled during the week, with fluctuations irregular. Values have been affected to some extent by the investigations regarding food costs on the one hand, and also the general efforts to prevent advance in values, while on the other hand there has been a strong hog market and a rather moderate movement of hogs at primary points.

Not only has the movement of hogs been light, but there has also been a rather limited movement of other live stock. Nevertheless, receipts are larger than for the preceding week, and show a nearer return to normal conditions. The receipts of cattle, hogs and sheep at the six leading points of the West for the past week, the previous week, and the corresponding week last year, follow:

	Past week	Prev. week	Last year
Cattle .....	117,000	91,000	165,000
Hogs .....	269,000	140,000	361,000
Sheep .....	213,000	156,000	232,000
Total .....	599,000	391,000	758,000

The values have been very strong. The average of hogs for the week was \$1.05 per 100 lbs. in excess of the previous week; the average price of cattle was the highest on record, while sheep and lambs showed strong advances. The comparison at Chicago for the past week follows:

	Hogs.	Cattle.	Sheep.	Lambs.
Last week .....	\$0.30	\$0.50	\$3.75	\$8.30
Previous week .....	8.25	9.05	3.55	8.05
Cor. week, 1913 .....	8.30	8.40	4.30	7.10
Cor. week, 1912 .....	8.15	9.00	3.90	6.80
Cor. week, 1911 .....	7.40	7.15	3.60	6.50
Cor. week, 1910 .....	8.20	6.85	4.20	6.60
Cor. week, 1909 .....	7.65	6.70	4.70	7.60
Cor. week, 1908 .....	6.55	5.90	4.20	6.25
Cor. week, 1907 .....	6.05	6.20	5.50	6.80
Average .....	\$7.70	\$7.45	\$4.50	\$7.00

\*Highest on record.

From the extreme advance there was quite a sharp reaction in values, but prices have again rallied this week, with a more confident

feeling as to prices, and this has had considerable influence on the entire market situation. The quality of hogs received at the West is quite good, and average weights the past week at Chicago were 243 lbs. compared with 235 lbs. last year and 243 lbs. two years ago.

The packing for the past week naturally increased, with the larger movement of hogs, but the total packing is still very short compared with last year. The aggregate slaughter for the week was 350,000 compared with 194,000 the preceding week and 501,000 last year. Since March 1 the packing has been 10,334,000 compared with 12,015,000 a year ago. This heavy falling off in the total packing is a feature which must be carefully taken into consideration in the question of values. The very smallness of the movement, with the steadily growing population of the country, means a readjustment of values. The effect of the decreased packing is shown in the returns for the mid-month on product stocks at Chicago. There was a decrease in all lines of product excepting short clear sides, which showed a small gain. The stocks of pork, lard and ribs are in excess of last year notwithstanding the decrease in the total packing. The comparative figures for the stocks follow:

	Aug. 13, 1914.	Aug. 1, 1914.	Aug. 15, 1913.
Mess Pork, new, brls. . . . .	33,363	34,814	13,398
Lard, new, tes. . . . .	190,224	200,574	129,012
Lard, old, tes. . . . .	4,574	6,795	.....
Short Rib Sides, lbs. . . . .	11,742,053	12,254,441	10,299,802
Extra S. C. Sides, lbs. . . . .	4,169,062	4,136,987	6,869,377

There have been reports of foreign demand for meats and other food stuffs. Reports of considerable inquiries for canned goods by the English and French authorities have been current, and the trade is confidently expecting that there will be forced buying of American food stuffs sooner or later. Beef prices have shown radical advances since the declaration of war, and there is very little available stock. Large packing interests were reported absorbing all the available beef supplies, sup-

posed to have been on account of the foreign orders.

The export situation is as badly mixed on provisions as on any other commodity, yet the shipments for the past week were unexpectedly liberal in view of the difficulties of getting payment and of doing any business at all, with the continent particularly. The shipments undoubtedly represent previous contracts. Exporters generally, in all lines of goods, have been busy trying to straighten out their old contracts rather than enter into new. To England, however, the export situation is improving and some business is doing, while by means of special credits, business with France is possible. There is, of course, no business to German ports possible.

**LARD.**—The market is firmer with the West. Trade is quiet, however, but demand is steady and offerings have been quite readily taken. City steam, 10@10½ nom.; Middle West, \$10.35@10.45 nom.; Western, \$10.50; refined Continent, \$11.00 nom.; South American, \$11.65 nom.; Brazil, kegs, \$12.65; compound lard, 8¼@8½c.

**PORK.**—Prices are firm with small available supplies. Western markets are firm and the movement of hogs light. Mess is quoted \$24.75@25.25 nom.; clear, \$23@25 nom.; family, \$27@29.

**BEEF.**—Prices are very firm. The stocks are small and with the very light western movement of cattle the prospects for increase in supplies are remote. Quoted: Family, \$29@30 nom.; mess, \$23@24 nom.; packet, \$25@26 nom.; extra India mess, \$40@45 nom.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to August 21, 1914, show that exports from that country were as follows: To Europe, 22,561 quarters; to North America, 28,818 quarters. The previous week's exports were as follows: To Europe, 67,821 quarters; to North America, 11,214 quarters.



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Write the "ANGLO"

Our brands are thoroughly established and in demand

**THE ANGLO-AMERICAN PROVISION CO.      Chicago, Ill.**



## EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, August 19, 1914:

**BACON.**—Antwerp, Belgium, 28,336 lbs.; Cape Palmas, Africa, 1,131 lbs.; Hamilton, Bermuda, 159,556 lbs.; Havana, Cuba, 67,165 lbs.; Hull, England, 156,536 lbs.; Liverpool, England, 592,524 lbs.; London, England, 16,046 lbs.; Nassau, Bahamas, 1,288 lbs.; Para, Brazil, 1,335 lbs.; Puerto Barrios, C. A., 477 lbs.; Santiago, Cuba, 10,048 lbs.; Stockholm, Sweden, 1,847 lbs.; Tampico, Mexico, 1,729 lbs.

**HAMS.**—Antwerp, Belgium, 81,375 lbs.; Buenos Aires, A. R., 1,021 lbs.; Glasgow, Scotland, 201,600 lbs.; Hamilton, Bermuda, 2,014 lbs.; Havana, Cuba, 23,202 lbs.; Hull, England, 170,772 lbs.; Kingston, W. I., 1,693 lbs.; La Guaira, Venezuela, 3,967 lbs.; Liverpool, England, 525,855 lbs.; London, England, 189,102 lbs.; Managua, Nicaragua, 1,017 lbs.; Manchester, England, 14,035 lbs.; Nassau, Bahamas, 1,287 lbs.; Port au Prince, W. I., 1,802 lbs.; Puerto Barrios, C. A., 476 lbs.; St. Johns, N. F., 19,700 lbs.; Santiago, Cuba, 2,301 lbs.; Sucre, Bolivia, 585 lbs.; Tampico, Mexico, 1,681 lbs.; Vera Cruz, Mexico, 3,205 lbs.

**LARD.**—Aberdeen, Scotland, 44,800 lbs.; Accra, Gold Coast Colony, Africa, 1,880 lbs.; Antwerp, Belgium, 192,056 lbs.; Bergen, Norway, 64,299 lbs.; Bordeaux, France, 275,603 lbs.; Buenaventura, Colombia, 1,440 lbs.; Calabria, Italy, 7,394 lbs.; Cartagena, Colombia, 17,833 lbs.; Christiania, Norway, 55,735 lbs.; Colon, Panama, 1,555 lbs.; Cucuta, Colombia, 10,440 lbs.; Curacao, Leeward Islands, 13,854 lbs.; Dundee, Scotland, 3,500 lbs.; Glasgow, Scotland, 196,459 lbs.; Guayaquil, Ecuador, 2,250 lbs.; Hamburg, Germany, 15,670 lbs.; Havana, Cuba, 161,100 lbs.; Havre, France, 3,099 lbs.; Hull, England, 337,160 lbs.; Kingston, W. I., 3,110 lbs.; La Guaira, Venezuela, 21,028 lbs.; Leith, Scotland, 76,344 lbs.; Liverpool, England, 186,144 lbs.; London, England, 268,250 lbs.; Manchester, England, 335,496 lbs.; Marseilles, France, 2,071 lbs.; Naples, Italy, 31,008 lbs.; Nassau, Bahamas, 18,087 lbs.; Para, Brazil, 10,740 lbs.; Port au Prince, W. I., 56,866 lbs.; St. Johns, N. F., 14,134 lbs.; Santiago, Cuba, 6,980 lbs.; Southampton, England, 90,350 lbs.; Stettin, Germany, 40,262 lbs.; Sucre, Bolivia, 1,275 lbs.; Sydney, Australia, 2,100 lbs.; Vera Cruz, Mexico, 5,558 lbs.

**LARD OIL.**—Naples, Italy, 15 bbls.; Vera Cruz, Mexico, 15 bbls.

**PORK.**—Antwerp, Belgium, 10 bbls.; Bergen, Norway, 25 bbls.; Cape Palmas, Africa, 8½ bbls.; Colon, Panama, 25 bbls.; Glasgow, Scotland, 50 bbls.; Hamburg, Germany, 50 bbls.; Kingston, W. I., 59 bbls.; Liverpool, England, 175 bbls.; Nassau, Bahamas, 49

bbls.; Port au Prince, W. I., 106 bbls.; St. Johns, N. F., 310 bbls.; Sydney, Australia, 10 bbls.

**SAUSAGE.**—Colon, Panama, 140 pgs.; Havana, Cuba, 20 bxs.; Santiago, Cuba, 40 cs.

## EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, August 19, 1914:

**BEEF.**—Belize, British Honduras, 44 bbls.; Bergen, Norway, 45 bbls.; Bocas del Toro, 35 bbls.; Cape Palmas, Africa, 12 bbls.; Christiania, Norway, 50 bbls.; Curacao, Leeward Islands, 73 bbls., 5 tes.; Glasgow, Scotland, 25 tes.; Hamburg, Germany, 50 bbls.; Kingston, W. I., 37 bbls.; Liverpool, England, 62 tes.; London, England, 25 tes.; Nassau, Bahamas, 23½ bbls.; Port au Prince, W. I., 42 bbls.; St. Johns, N. F., 350 bbls.; Sydney, Australia, 20 bbls.

**FRESH MEATS.**—Colon, Panama, 125,304 lbs.; Nassau, Bahamas, 1,060 lbs.

**OLEO OIL.**—Antwerp, Belgium, 25 tes.; Bergen, Norway, 375 tes.; Christiania, Norway, 50 tes.; Hamburg, Germany, 172 tes.; London, England, 125 tes.; St. Johns, N. F., 200 bbls.; Stockholm, Sweden, 100 tes.; Trieste, Austria, 35 bbls.

**OLEOMARGARINE.**—Colon, Panama, 1,000 lbs.; Curacao, Leeward Islands, 2,412 lbs.; Havana, Cuba, 5,361 lbs.; Kingston, W. I., 1,000 lbs.; Nassau, Bahamas, 2,050 lbs.; Port au Prince, W. I., 5,100 lbs.

**TONGUES.**—Antwerp, Belgium, 7 bbls.; Hull, England, 85 pa.; Liverpool, England, 71 bbls.; Southampton, England, 100 pkgs.

**CANNED MEATS.**—Curacao, Leeward Islands, 127 cs.; Glasgow, Scotland, 431 cs.; Hamilton, Bermuda, 21 cs.; Havana, Cuba, 498 cs.; Hull, England, 50 cs.; Kingston, W. I., 65 cs.; La Guaira, Venezuela, 45 cs.; Liverpool, England, 135 cs.; London, England, 947 cs.; Manchester, England, 100 cs.; Puerto Barrios, C. A., 125 cs.; Tampico, Mexico, 205 cs.; Vera Cruz, Mexico, 28 cs.

## PORK CUTS IN NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, August 20.—Wholesale prices in green and sweet pickled pork cuts in New York City are reported today as follows:

Pork loins, 19@21c.; green hams, 8@10 lbs. ave., 17¼c.; do., 10@12 lbs. ave., 17c.; do., 12@14 lbs. ave., 16½c.; do., 18@20 lbs. ave., 15½c.; green clear bellies, 6@10 lbs. ave., 18c.; do., 10@12 lbs. ave., 17c.; green rib bellies, 8@10 lbs. ave., 16c.; do., 10@12 lbs. ave., 15½c.; do., 12@14 lbs. ave., 15c.; S. P. clear bellies, 6@8 lbs. ave., 17½@18c.; do., 8@10 lbs. ave., 17c.; do., 10@12 lbs. ave., 16½c.; do., 12@14 lbs. ave., 16c.; S. P. rib bellies, 10@12 lbs. ave., 15½c.; do., 12@14 lbs. ave., 15c.; S. P. hams, 8@10 lbs. ave., 17c.; do., 10@12 lbs. ave., 16½c.; do., 12@14 lbs. ave., 16c.

Western prices are as follows: Pork loins, 8@10 lbs. ave., 19@20c.; do., 10@12 lbs. ave., 18@19c.; do., 12@14 lbs. ave., 17@18c.; do., 14@16 lbs. ave., 16@17c.; boneless butts, 17c.; Boston butts, 16c.; skinned shoulders, 14½c.; lean trimmings, 11c.; regular trimmings, 11c.; spareribs, 11½c.; kidneys, 6c.; tails, 8c.; snouts, 5c.; neck bones, 4c.; ears, 3c.; livers, 3½c.

Tierced Goods.—S. P. ribs (half sheets), \$28@29; S. P. pig tongues, 13¼c.; pig tails, \$23.

## CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, August 20.—The market on chemicals and soap supplies is quoted today as follows: 74@76 per cent. caustic soda, \$1.55@1.65 basis 60 per cent.; 60 per cent. caustic soda, \$1.60 per 100 lbs.; 98 per cent. powdered caustic soda in bbls., 2¼@2½c. per lb.; 58 per cent. soda ash, 80c. per 100 lbs. basis 48 per cent.; 48 per cent. carbonate of soda, 95c. per 100 lbs.; tale, 1¼@1½c. per lb.; silic, \$15@20 per ton of 2,000 lbs.; marble flour, \$8 per ton of 2,000 lbs.; chloride of lime in casks, 4½c. per lb. and bbls 5c. per lb.; carbonate of potash, 18c. per lb.; electrolytic caustic potash, 20@22c. per lb.

Prime palm oil in casks, 10@12c. per lb.; clarified palm oil in bbls., 13c. per lb.; genuine Lagos palm oil, 12c. per lb.; palm kernel oil, 12½@13c. per lb.; green olive oil, \$1 per gal.; yellow olive oil, \$1.50 per gal.; green olive oil foots, 11@12c. per lb.; Ceylon cocoanut oil, 13@14c. per lb.; Cochiti cocoanut, 15 @16c. per lb.; cottonseed oil, 6.60@6.80c. per lb.; Soya bean oil, 7¼@7½c. per lb.; prime city tallow at 6c. per lb.; corn oil, 6.25 @6.35c. per lb.

House grease, 5¾@6c. per lb.; brown grease, 5½c. per lb.; oleo stearine, 10@12c. per lb.; yellow packer's grease, 5¾c. per lb.

## EXPORTS OF PROVISIONS

Exports of hog products for the week ending Aug. 15, 1914, with comparisons:

To—	PORK, BELLS.		From Nov. 1, '13, to Aug. 15, 1914.
	Week ending Aug. 15, 1914.	Week ending Aug. 16, 1913.	
United Kingdom..	64	225	13,135
Continent .....	25	160	6,388
So. & Cen. Am. ....	280	130	8,686
West Indies .....	1,677	762	50,167
Br. No. Am. Col. ....	160	580	18,187
Other countries ..	.....	.....	322
Total .....	2,206	1,857	96,865

MEATS, LBS.			
United Kingdom..	5,729,950	6,282,525	226,872,320
Continent .....	342,775	1,006,800	16,973,140
So. & Cen. Am. ....	18,000	60,800	2,879,415
West Indies .....	307,950	101,400	6,845,950
Br. No. Am. Col. ....	.....	.....	206,300
Other countries ..	.....	.....	20,500
Total .....	6,398,675	7,451,525	253,797,625

LARD, LBS.			
United Kingdom..	7,576,876	3,774,372	181,559,731
Continent .....	2,200,850	1,833,312	120,379,399
So. & Cen. Am. ....	323,850	160,750	14,173,536
West Indies .....	576,900	361,910	17,679,278
Br. No. Am. Col. ....	2,200	6,674	451,575
Other countries ..	6,720	5,900	527,170
Total .....	10,681,406	6,142,918	334,870,689

RECAPITULATION OF THE WEEK'S EXPORTS.			
From—	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York .....	806	2,704,025	4,882,106
Boston .....	.....	808,650	1,204,300
Philadelphia .....	.....	.....	62,000
New Orleans .....	1,400	272,000	564,000
Montreal .....	.....	1,937,000	3,209,000
Quebec .....	.....	617,000	760,000
Total week .....	2,206	6,398,675	10,681,406
Previous week ..	2,199	4,272,340	2,942,520
Two weeks ago ..	914	4,150,550	5,044,860
For. week last y'r	1,857	7,441,525	6,142,918

## COMPARATIVE SUMMARY OF EXPORTS.

	From Nov. 1, '13, Same time to Aug. 15, '14.			Decrease.
	1913.	1914.	1913.	
Pork, lbs. ....	19,373,000	19,625,000	252,000	
Meats, lbs. ....	253,797,625	257,502,244	34,004,619	
Lard, lbs. ....	334,870,689	459,573,323	124,702,634	

## OCEAN FREIGHTS.

[Owing to war conditions there are no standard rates.]

	Liverpool. Glasgow. Hamburg.		
	Per ton.	Per ton.	Per 100 lbs.
Beef, per tierce .....	—	—	—
Oil cake .....	20c.	25c.	—
Bacon .....	—	—	—
Lard, tierces .....	—	—	—
Cheese .....	—	—	—
Canned meats .....	—	—	—
Butter .....	—	—	—
Tallow .....	—	—	—
Pork, per barrel .....	—	—	—

## EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Thursday, August 13, 1914, as shown by Williams & Terhune's report, are as follows:

Steamer and Destination.	Oil		Cottonseed		Bacon and		Pork.	Lard.
	Cake. Paga.	Bbls.	Oil. Bbls.	Butter. Pkgs.	Hams. Boxes.	Tallow. Pkgs.		
Adriatic, Liverpool .....	.....	.....	.....	.....	1420	.....	50	2195
St. Paul, Liverpool .....	.....	.....	.....	.....	413	.....	.....	2300
Minnehaha, London .....	.....	.....	.....	.....	.....	.....	.....	750
Canning, Manchester .....	.....	.....	.....	.....	.....	60	.....	2150
Columbia, Glasgow .....	.....	.....	100	.....	540	.....	250	449
Rotterdam, Rotterdam .....	7000	.....	.....	.....	.....	50	2005	5750
Bergensfjord, Baltic .....	.....	.....	.....	.....	136	.....	150	280
Frederick VIII, Baltic .....	550	.....	.....	.....	300	.....	275	925
Caserta, Mediterranean .....	.....	230	.....	.....	25	.....	.....	685
Total .....	7550	330	.....	.....	2834	60	775	3720

# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—Some of the largest interests in the trade are very much mixed as to the probable developments in the tallow market. Meanwhile, there is a firmer undertone to the list, and quotations have in most cases been advanced. The great strength and scarcity of foreign oils, together with the disturbed European conditions, have led to larger purchases from domestic users of tallow. Some sales as high as 7½c. for small lots have been reported in the market for city specials. The contract price remains at 7¼c. in tierces. Reports are current of sales of a small quantity at slightly under the contract basis, which strengthens the impression that the trade is unsettled. There is little or no evidence of users buying much ahead. At times they find it hard to procure stuff, however. This is not astonishing, in view of the hardening of values in the provision market and grain market, all of which exert sentimental influence. Export business in tallow is negligible, although it is asserted that there may be an increase in shipments of manufactured stuff.

Toward the close of the week prime city tallow was quoted at 6¼c., city specials at 7¼c. in tes.

**OLEO STEARINE.**—The market is firmer, but rather unsettled. There have been sales from 9c. upward. In instances 10c. is asked. Demand from compound lard makers has expanded, due to the rise in pure lard prices.

SEE PAGE 39 FOR LATER MARKETS.

**GREASES.**—Prices are firm on good grades, which are scarce and held more firmly, but with small sales. Quotations are nominal, as follows: Yellow, 5¾@6c. nom.; bone, 5½@6c. nom.; house, 5½@5¾c. nom.

**SOYA BEAN OIL.**—The market is nominal, with stocks small. Spot is quoted at 7@7¼c.

**PALM OIL.**—The situation is unchanged; supplies are very light and prices are very firmly held. Prospects for increase in supply are very uncertain. Prime red spot, 10@11c.; to arrive. —; Lagos, spot, 11@12c.; to arrive, —; palm kernel, 13c.; shipment, —.

**NEATSFOOT OIL.**—The market is nominal and without features. For 20 cold test, 96@97c.; 30 do., 88c.; 40 do., water white, 80@82c., prime, 67c.; low grade, off yellow, 63c.

**COCOANUT OIL.**—Prices are very firm, with supplies light. Most of this oil comes in German ships, and with those boats tied up prospects for any immediate change in the situation are extremely uncertain. Quoted: Cochín, 15@16c.; arrival, —; Ceylon, 13½@14c.; shipment, —.

**CORN OIL.**—Prices have continued steady during the week, with moderate trading. Prices quoted at \$6.25@6.35 in car lots.

**OLEO OIL.**—The market is firm and prices have advanced sharply on English demand, which has taken up the available offerings at sharply advancing prices. Extras are quoted at New York, 13c.; No. 2, —.

### WESTERN FERTILIZER MARKET.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, August 19.—The market for animal ammoniates has been exceedingly quiet the past week, buyers and sellers both inclined to wait further developments before trading to any considerable extent.

Blood is nominally \$3.15@3.20 per unit, with a few sales reported at \$3.17½ on small lots. High-grade tankage, \$2.95@3 and 10c., no considerable trading done as far as reported.

Lower grades of tankage and outside packers' ground tankage both exceedingly quiet and no report of material business during the past week. Some small offerings of country renderers' air-dried tankage, but buyers and sellers are still too far apart in their views on this to admit of trading.

### GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, August 20.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 16c.; 10@12 lbs. ave., 15½@15¾c.; 12@14 lbs. ave., 15¾@15¾c.; 14@16 lbs. ave., 15¼@15¾c.; 18@20 lbs. ave., 15½@15¾c. Sweet pickled, 8@10 lbs. ave., 16¼c.; 10@12 lbs. ave., 16@16¼c.; 12@14 lbs. ave., 15¾c.; 14@16 lbs. ave., 15¾@15¾c.; 18@20 lbs. ave., 15¾@16c.

Skinned Hams—Green, 14@16 lbs. ave., 16¼@16¼c.; 16@18 lbs. ave., 16@16¼c.; 18@20 lbs. ave., 16@16¼c.; 22@24 lbs. ave., 15¼@15¼c. Sweet pickled, 14@16 lbs. ave., 16¼@16¼c.; 16@18 lbs. ave., 16¼@16¼c.

18@20 lbs. ave., 16¼@16¼c.; 22@24 lbs. ave., 15¾@15¾c.

New York Shoulders—Green, 10@12 lbs. ave., 12@12¼c. Sweet pickled, 10@12 lbs. ave., 12@12¼c.

Picnic Hams—Green, 5@6 lbs. ave., 11¾@12c.; 6@8 lbs. ave., 11½@11½c.; 8@10 lbs. ave., 11¾@11¾c.; 10@12 lbs. ave., 11¾@11¾c. Sweet pickled, 5@6 lbs. ave., 12¾@12¾c.; 6@8 lbs. ave., 12@12¾c.; 8@10 lbs. ave., 12c.; 10@12 lbs. ave., 12c.

Clear Bellies—Green, 6@8 lbs. ave., 19c.; 8@10 lbs. ave., 18½c.; 10@12 lbs. ave., 16@16¼c.; 12@14 lbs. ave., 15½@15¾c.; 14@16 lbs. ave., 15@15¼c. Sweet pickled, 6@8 lbs. ave., 19@19¼c.; 8@10 lbs. ave., 18½@19c.; 10@12 lbs. ave., 16½@16¾c.; 12@14 lbs. ave., 15½@15¾c.; 14@16 lbs. ave., 15@15¼c.

### FRESH MEAT AND OFFAL IMPORTS.

Imports of fresh beef into the port of New York for the past week amounted to 25,513 quarters, compared to 3,650 quarters last week and 11,281 quarters two weeks ago.

Mutton imports totaled 2,458 sheep and 1,395 lambs from South America, compared to nothing last week.

Offal imports included 1,164 boxes of offal from South America.

The 1914

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## COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from  
Aspegren & Co.)

New York, August 19, 1914.—Fluctuations since our last report have been violent. The war situation in Europe seemed to cause the trade in general to lose their heads entirely and to forget the intrinsic value of commodities entirely. The selling first started when the cotton market became demoralized and when the lard market followed suit holders of actual oil and longs were completely stampeded. This class of selling carried the August delivery down some 45 points and September 47 points. The balance of the list did not suffer so heavily, as the interest in same at this time was not heavy.

On August 1 on the future decline in the lard market the trade voted to suspend trading. The lard market dropped from 10.27½, the closing price for September on July 30, to 8.60 on August 3. September cotton dropped from 11.88, the closing of July 29, to below 10c., and closed at 10.40. When the cotton oil market opened up again on August 10 sentiment was extremely mixed. The lard market during the interval having recovered all of its decline naturally brought in heavy buying orders from all quarters. This buying during the early trading on the 10th forced the August delivery up to 6.90, September to 6.70, October to 6.65, December to 6.49, and March to 6.60. At these levels the buying power spent its force and the market then started to decline rapidly. This decline was not checked until the 12th, when the following low records were established: August 6.17, September 6.14, October 6.22, December 6.08, and March 6.30. Stop loss selling orders were uncovered daily, and were responsible for the extreme decline. The demand for cotton oil all during this time was heavy, and did not warrant any such decline, but offerings came out in such volume that the market could not absorb them as fast as made. After these low levels were made selling became less persistent, and the demand from all classes of trade finally began to have its effect on values. During the past week with no setbacks of consequence the market has recovered considerable of the recent losses.

The situation at the close of the week looks strong. Cotton oil must replace numerous competing foreign oils which the European war has shut out entirely. England and Italy we know have stopped all exports of edible products. Other countries have probably done the same thing. This fact has brought about terrific advances in all foreign oils, particularly olive oil, coconut oil, palm oil, etc. While the cotton oil market has not yet felt the real effect of the advance in these foreign oils, still same must ultimately have some influence. Of course we must take into consideration that exports of cotton oil must also be reduced, as exporters at the moment are only able to ship to England. Another fact to be considered is how much cottonseed is likely to come out on the market at present quotations. Some believe the farmer will be compelled to market his seed at any price on account of not being able to sell his cotton except at ruinous prices. Time will only tell.

Another serious question also arises: The Texas mills export the bulk of their cake and meal, the Valley mills about 50 per cent., and the Southeast mills possibly only 15 to 20 per cent. Linters also are sold principally into Germany. These facts have more or less demoralized the cake, meal and linter markets. It will take some time before this situation can be cleared up. Some, however, may be a blessing to the cotton oil industry by forcing them to make more strenuous efforts to dispose of these articles in this



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country where they should have gone long ago. Unless the mills are able to dispose of these by-products the question of storage and financing will certainly become a serious factor and may tend to reduce the crush.

Unless conditions change materially, higher prices will probably be scored for cotton oil. In fact at the moment cotton oil is the cheapest edible oil in the market.

Closing prices				Closing prices			
July 29.				August 19.			
August	6.92 b	6.99 a	7.11	6.17	6.33 b	6.56 a	
September	6.86 b	6.88 a	7.00	6.14	6.33 b	6.55 a	
October	6.64 b	6.68 a	6.68	6.22	6.44 b	6.46 a	
December	6.51 b	6.52 a	6.55	6.08	6.36 b	6.39 a	
March	6.55 b	6.63 a	6.64	6.30	6.36 b	6.52 a	

## COCOANUT BUTTER IN MARSEILLE.

The total output of the Marseille mills engaged in the manufacture of coconut butter, which consists of refined, neutralized and deodorized copra oil, has averaged in recent years about 50,000 tons, says Consul General A. Gaulin, at Marseille, France, in Daily Consular and Trade Reports. This product is sold under various proprietary names, such as "Vegetaline," "Cocose" and "Coco-fruitle." It is used as a substitute for ordinary butter, lard and other oils, and is sold in tins and barrels, and also in small cakes with paraffin-paper covering. The present (July 8, 1914) retail price at Marseille is 15¼ cents per pound. About 80 per cent. of the production is exported to England, the Netherlands, Scandinavia and various other countries.

The processes employed in this industry are covered by patents, but they have never been completely described. In order to secure the exact formula, it will be necessary to negotiate with the manufacturers, some of whom are disposed to deal with responsible concerns on a royalty basis. An arrangement of this kind has already been made with an Oregon firm. [The names of the leading Marseille coconut butter manufacturers may be had from the Bureau of Foreign and Domestic Commerce, Washington, and its branches.]

M. Milliau, the well-known Marseille chemist, writing of this butter, states that "because of its purity and the absence of even a trace of water or materials that can provoke fermentation, it is subject to no alteration, even if left in contact with air for months. It can not, therefore, become rancid or acquire a strong taste like most edible fats and oils."

## ATLANTA COTTONSEED PRODUCTS.

(Special Wire to The National Provisioner.)

Atlanta, Ga., August 20.—Crude cottonseed oil is still steady at 40c. and August at 39½c. September meal is in poor demand at \$23. August and September hulls are nominal.

## LIVESTOCK AND BEEF EXPORTS.

Exports of livestock and dressed beef from United States and Canadian ports for the week ending August 15, 1914, are reported by Williams & Terhune as follows:

Port.	Cattle.	Sheep.	Beef.
From New York	—	—	—
From Boston	—	—	—
From Philadelphia	—	—	—
From Baltimore	—	—	—
From Montreal	—	—	—
Total	—	—	—
Total last week	—	—	—

## FOREIGN COMMERCIAL EXCHANGE.

New York, August 21.—Foreign commercial exchange rates were demoralized by the closing of exchanges and the war situation, as the following shows:

London—		
Bankers' 60 days	.....	No quotations.
Demand sterling	.....	5.92 1/2 5.02 1/2
Commercial, 60 days	.....	No quotations.
Paris—		
Commercial, 90 days	.....	No quotations.
Commercial, 60 days	.....	No quotations.
Commercial, sight	.....	No quotations.
Berlin—		
Commercial, 90 days	.....	No quotations.
Commercial, 60 days	.....	No quotations.
Commercial, sight	.....	No quotations.
Antwerp—		
Commercial, 60 days	.....	No quotations.
Amsterdam—		
Commercial, 90 days	.....	No quotations.

# COTTONSEED OIL

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

**Sentiment More Bullish—Prices Higher—  
Crude Oil Offering Sparingly—Better  
Tone to Lard—Actual Demand for Cot-  
ton Oil Larger.**

The basis for the improvement in cotton oil values recently is found in the betterment in consuming demand. Authorities generally concur in the opinion that supplies of old oil are being easily worked off, and that the offerings of new crop oil promise to meet with ready absorption. The claim is made that refiners in many instances are receiving very attractive prices. The advance in the local contract market has not been very large, however.

A belief prevails that were not certain leading interests in the trade heavy sellers of contracts for some time at New York, prices would have advanced materially. It remains to be seen whether this oil sold will be repurchased or tendered. It would not be surprising to witness quiet accumulation in the future market, should the consuming inquiry continue unabated.

Speculative buying of oil lacks volume. This is not unnatural, as at this time of acute unrest among some of the largest commission houses in the country speculative operations are not being encouraged. Still another factor in this respect is the public clamor against alleged unwarranted high prices for food-stuffs. Agitation of this sort goes a long way toward restraining the speculator from making a commitment, whether it be in cot-

tonseed oil, grain or any other commodity.

As far as can be discerned at present, cottonseed oil will be in larger supply this season, and also in larger demand. Of course, it would be hazardous to venture a prediction as to the probable course of values. The latest news from the South indicates that the cotton crop in many sections, particularly the West, has been benefited by propitious August weather, and there are estimates for an outturn of close to 15,000,000 bales of seed cotton. If the quality of the seed is normal, a moderate increase in the oil crush as compared with last year is likely to be obtained.

The fact that prices are not high, discounts to a degree this prospective larger production of cotton oil. More important, there are factors now visible which bespeak of a heavy consumption. Much depends upon the ability of the trade to find an export outlet that does not involve too much risk. The cost of pure lard is comparatively high, and has not given indications of having struck its high point. As a result there is a liberal business doing in compound lard, and more cottonseed oil than ever is being used in the manufacturing of this product.

Foreign oils are becoming exorbitant in price. No special oil or grease has been spared a big advance. Soap makers admit that they are taking some cottonseed oil. From the views expressed, additional purchases can be looked for. Tallow is considerably dearer than cotton oil, and while the former is preferable for soap-making pur-

poses, big discounts for the latter have great bearing on its consumption. The shipments of cotton oil to the other side have increased somewhat of late, but there is difficulty in doing fresh business, on account of financial conditions and lack of vessel room. Some of the exporters are therefore selling nothing to Europe excepting on f. o. b. terms. One effect of the war in Europe might be to cause heavy exportation of products that cottonseed oil is used in, which are not being manufactured abroad at this time, plants being stopped. In this category may be named compound, lard, butter substitutes and soap-stuffs.

The mills at the South are reluctant to sell much stuff. Less is heard of cheap seed. Obviously, mill owners take into account the fact that they receive less than 300 lbs. of oil from a ton of seed, and the market for the remainder of the product of seed, such as cake, meal, hulls and lint, is not especially good. Considerable cake and meal has been exported in the past to Holland and Germany, and it is a question whether the other takings will make up for this deficiency at a later date, when export conditions are more normal. Cotton lint is not likely to be as remunerative as heretofore. The South has a great problem to solve in the disposition of its moderate cotton crop, not to mention lint. Still low grade cotton may find itself in extraordinary consumptive channels this year. Feed-stuffs prices are high, which, in one way, helps the market

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San Francisco, 1894.  
Atlanta, 1895.  
Paris, 1900. Buffalo, 1901.  
Charleston, S. C., 1902.  
St. Louis, 1904.

for some of the by-products of seed, but, on the other hand, makes it necessary for the farmer to receive a somewhat higher price for his cotton, so that he can purchase what he needs.

The annual report of the Census Bureau, just issued in detail, gives the production of seed for the year, output and amount crushed, as follows:

	1913.	1912.
Seed crop, tons.....	6,305,000	6,104,000
Crushed, tons.....	4,767,802	4,579,508
Oil produced (crude) gallons .....	197,160,000	185,750,000
Cake, tons .....	2,090,000	2,999,000
Number of mills.....	870	857
Cotton linters, 500-lb. bbls. ....	638,881	609,594
Cotton crop, 500-lb. bales, ex-linters....	14,156,486	13,703,421

The total value of the seed crop was \$155,000,000. This is a high record comparing with \$132,000,000 last season and the previous best mark of \$143,000,000 in the 1910-11 year.

Apropos of the crude oil mill owners being concerned at present over the prices they will receive from by-products of seed, it is interesting to note that the value of the cake received last season was \$52,000,000 for 2,100,000 tons; the hull value was \$12,000,000 for 1,500,000 tons, and the lint value \$7,160,000 for 611,000 bales. The value of the oil was \$83,000,000. All of these values represent increases over any previous season.

Closing prices, Saturday, August 15, 1914.—Spot, \$6.30@6.50; August, \$6.37@6.38; September, \$6.35@6.36; October, \$6.27@6.24; November, \$6.22@6.23; December, \$6.25@6.27; January, \$6.26@6.28; February, \$6.27@6.35; March, \$6.35@6.39. Futures closed at 1 to 6 decline. Sales were: August, 800, \$6.40@6.38; September, 1,100, \$6.39@6.34; October, 800, \$6.39@6.29; November, 200, \$6.22; December, 700, \$6.27@6.26; January, 900, \$6.28@6.27. Total sales, 4,500 bbls. Good off, \$6.10@6.40; off, \$6.10@6.36; reddish off, \$6@6.36; winter, \$6.50@7.75; summer, \$6.50@7.75; prime crude, S. E., \$5.06 nom.; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Monday, August 17, 1914.—Spot, \$6.40@6.50; August, \$6.40@6.46; September, \$6.40@6.41; October, \$6.32@6.33; November, \$6.24@6.27; December, \$6.27@6.35; January, \$6.30@6.32; February, \$6.31@6.35; March, \$6.35@6.43. Futures closed at unchanged to 5 advance. Sales were: August, 100, \$6.39@6.38; September, 900, \$6.41@6.40; October, 800, \$6.34@6.33; November, 500, \$6.28@6.20; December, 200, \$6.27@6.25; January, 1,000, \$6.31@6.28. Total sales, 3,500 bbls. Good off, \$6.10@6.45; off, \$6.10@6.45; reddish off, \$6@6.45; winter, \$6.50@7.75; summer, \$6.50@7.75; prime crude, S. E., \$5.06 bid; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Tuesday, August 18, 1914.—Spot, \$6.50@6.60; August, \$6.51@6.55; September, \$6.49@6.50; October, \$6.40@6.45; November, \$6.32@6.35; December, \$6.34@6.36; January, \$6.40@6.42; February, \$6.42@6.45; March, \$6.47@6.50. Futures closed at 7 to 12 advance. Sales were: August, 2,800, \$6.51@6.47; September, 1,300, \$6.50@6.44; November, 600, \$6.31@6.30; December, 100, \$6.34; January, 1,300, \$6.41@6.35; March, 500, \$6.46@6.45. Total sales, 6,600 bbls. Good off, \$6.25@6.55; off, \$6.20@6.55; reddish off, \$6@6.55; winter, \$6.75@8; summer, \$6.75@8; prime crude, S. E., \$5.20 bid; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Wednesday, August 19, 1914.—Spot, \$6.50@6.65; August, \$6.53@6.56; September, \$6.53@6.55; October, \$6.44@6.46; November, \$6.35@6.37; December, \$6.36@6.39; January, \$6.40@6.41; February, \$6.41@6.44; March, \$6.49@6.52. Futures closed at 4 advance to 1 decline. Sales were: August, 2,700, \$6.60@6.55; September, 2,500, \$6.57@6.54; October, 2,200, \$6.47@6.44; November, 200, \$6.37@6.36; December, 1,100, \$6.40@6.37; January, 3,000, \$6.42@6.36; March, 100, \$6.53. Total sales, 11,800 bbls. Good off, \$6.20@6.55; off, \$6.15@6.55; reddish off, \$6.05@6.55; winter, \$6.75; summer, 0.75; prime crude, S. E., \$5.34@5.46; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Thursday, August 20, 1914.—

Spot, \$6.58@6.70; August, \$6.60@6.61; September, \$6.55@6.57; October, \$6.44@6.45; November, \$6.34@6.39; December, \$6.36@6.39; January, \$6.38@6.40; February, \$6.39@6.43; March, \$6.46@6.49. Futures closed 7 advance to 3 decline. Sales were: August, 1,100, \$6.60@6.58; October, 400, \$6.44; December, 400, \$6.39; January, 900, \$6.41@6.40. Total sales, 2,800. Good off, \$6.25@6.60; off, \$6.15@6.60; reddish off, \$6.05@6.60; winter, \$6.75; summer, \$6.75; prime crude, S. E., \$7.47 sales; prime crude, Valley, nom.; prime crude, Texas, nom.

### COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week ending August 20, 1914, and for the period since September 1, 1913, were as follows:

	Week ending Aug. 20, '14.	Since Sept. 1, '13.
From New York—	Bbls.	Bbls.
Adelaide, Australia .....	—	64
Antilla, W. I. ....	—	149
Antwerp, Belgium .....	—	646
Bahia, Brazil .....	—	170
Bahia Blanca, A. R. ....	—	811
Barbados, W. I. ....	298	6,873
Barcelona, Spain .....	—	50
Belize, Honduras .....	—	107
Bergen, Norway .....	—	210
Bocas del Toro .....	23	153
Bordeaux, France .....	—	160
Bristol, England .....	—	25
Buenos Aires, A. R. ....	—	17,728
Callao, Peru .....	—	6
Cape Town, Africa .....	—	3,002
Cardenas, Cuba .....	—	5
Cartagena, Colombia .....	—	8
Ceara, Brazil .....	—	5
Christiania, Norway .....	—	465
Christiansand, Norway .....	—	105
Colon, Panama .....	—	3,588
Constantinople, Turkey .....	—	350
Copenhagen, Denmark .....	—	5,705
Cristobal, Panama .....	—	25
Curacao, Leeward Island..	—	12
Demerara, British Guiana.	154	1,459
Fremantle, Australia .....	—	118
Fiume, Austria .....	—	100
Genoa, Italy .....	282	19,981
Gibraltar, Spain .....	—	25
Glasgow, Scotland .....	—	4,820
Hamburg, Germany .....	—	10,935
Hamilton, W. I. ....	—	100
Havana, Cuba .....	6	2,302
Havre, France .....	—	8,615
Hull, England .....	—	762
Iquique, Chile .....	—	616
Kingston, W. I. ....	139	5,383
La Guaira, Venezuela .....	—	15
Las Palmas, A. R. ....	—	40
La Plata, A. R. ....	—	1,155
Liverpool, England .....	1,500	22,933
London, England .....	1,500	18,214
Macoris, S. D. ....	—	104
Manchester, England .....	—	9,826
Maracaibo, Venezuela .....	—	2
Marseilles, France .....	—	6,659
Matanzas, Cuba .....	—	194
Melbourne, Australia .....	—	322
Monte Cristi, S. D. ....	—	667
Montevideo, Uruguay .....	—	9,739
Naples, Italy .....	—	2,871
Nuevitas, Cuba .....	50	215
Para, Brazil .....	—	866
Pernambuco, Brazil .....	—	269
Piraeus, Greece .....	—	3,332
Ponce, P. R. ....	—	35
Port Antonio, W. I. ....	—	569
Port au Prince, W. I. ....	—	107
Port Barrios, C. A. ....	—	39
Port Limon, C. R. ....	—	413
Port Maria, W. I. ....	—	17
Porto Cortez, Honduras...	—	4
Progreso, Mexico .....	—	652
Puerto Plata, S. D. ....	—	23
Punta Arenas, Chile .....	—	2,422
Rio Janeiro, Brazil .....	—	5,223
Rotterdam, Holland .....	230	13,968
St. Johns, N. F. ....	—	80
St. John, W. I. ....	—	50
Sanchez, S. D. ....	—	1,005
San Domingo, S. D. ....	—	202
San Juan, P. R. ....	11	1,900
Santiago, Cuba .....	38	1,425
Santa Marta, Colombia....	—	35
Santos, Brazil .....	—	3,293
Singapore, Straits Settlements .....	—	2
Southampton, England ...	—	200
Sydney, Australia .....	—	735
Trieste, Austria .....	—	18,878
Trinidad, W. I. ....	—	641
Turks Island, W. I. ....	—	16
Valparaiso, Chile .....	94	4,743
Venice, Italy .....	—	8,364
Vera Cruz, Mexico .....	—	186
<b>Total .....</b>	<b>4,315</b>	<b>241,169</b>
From New Orleans—		
Antwerp, Belgium .....	—	6,435
Bocas del Toro .....	—	53
Bremen, Germany .....	—	1,015
Buenos Aires, A. R. ....	—	500
Christiania, Norway .....	—	10,665
Copenhagen, Denmark .....	—	225
Frontera, Mexico .....	—	20
Genoa, Italy .....	—	802
Glasgow, Scotland .....	—	125
Gothenberg, Sweden .....	—	2,000
Hamburg, Germany .....	—	5,908
Havana, Cuba .....	100	4,300
Kingston, W. I. ....	—	60
Liverpool, England .....	—	650
London, England .....	—	350
Manchester, England .....	—	7,100
Port Barrios, C. A. ....	—	4
Progreso, Mexico .....	30	1,887
Puerto Mexico, Mexico....	—	1,363
Rotterdam, Holland .....	—	15,633
San Juan, P. R. ....	—	450
Tampico, Mexico .....	—	903
Vera Cruz, Mexico .....	—	2,397
<b>Total .....</b>	<b>130</b>	<b>62,887</b>
From Galveston—		
Antwerp, Belgium .....	—	200
Bremen, Germany .....	—	100
Havana, Cuba .....	—	611
Progreso, Mexico .....	—	200
Rotterdam, Holland .....	—	100
Tampico, Mexico .....	—	260
Vera Cruz, Mexico .....	—	100
<b>Total .....</b>	<b>—</b>	<b>1,571</b>
From Baltimore—		
Glasgow, Scotland .....	—	75
Havre, France .....	—	3,425
Liverpool, England .....	—	150

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Rotterdam, Holland .....	50
Total .....	3,700
From Philadelphia—	

Christiania, Norway .....	104
Genoa, Italy .....	806
Total .....	910
From Savannah—	
Bergen, Norway .....	696
Christiania, Norway .....	1,215
Christiansund, Norway .....	183
Christiansund, Norway .....	122
Gothenberg, Sweden .....	333
Hamburg, Germany .....	3,654
Liverpool, England .....	729
London, England .....	2,226
Manchester, England .....	606
Rotterdam, Holland .....	33,587
Stavanger, Norway .....	273
Tonsberg, Norway .....	244
Tromso, Norway .....	135

Total .....	43,999
From Newport News—	
Christiania, Norway .....	100
Liverpool, England .....	125
London, England .....	136
Total .....	361
From Norfolk—	
Glasgow, Scotland .....	1,985
Hamburg, Germany .....	1,065
Liverpool, England .....	11,405
London, England .....	1,276
Rotterdam, Holland .....	3,086
Total .....	18,817
From San Francisco—	

Guatemala .....	3
Honduras .....	1
Hong Kong, China .....	2
Mexico .....	1
Nicaragua .....	1
Yokohama, Japan .....	13

Total .....	21
From Mobile—	
Buenos Aires, A. R. ....	2,238

Total .....	2,238
From all other ports—	
Canada .....	55,130
Mexico (including overland) ..	2,394

Total .....	57,524
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	Week ending Aug. 20, Bbls.	Since Sept. 1, 1912, Bbls.	Same period 1912, Bbls.
Recapitulation—			
From New York .....	4,315	241,169	407,407
From New Orleans .....	130	62,887	134,351
From Galveston .....	—	1,571	11,099
From Baltimore .....	—	3,700	12,155
From Philadelphia .....	—	910	2,378
From Savannah .....	—	43,999	42,478
From Newport News .....	—	361	14,105
From Norfolk .....	—	18,817	17,264
From San Francisco .....	—	21	172
From Boston .....	—	—	947
From Mobile .....	—	2,238	6,186
From all other ports .....	—	57,524	106,048
Total .....	4,445	433,197	754,500

## COTTONSEED PRODUCTS IN NORTHERN EUROPE

### Possibilities of Increasing Our Trade in Those Countries

By Erwin W. Thompson, Commercial Agent U. S. Bureau of Foreign and Domestic Commerce

[EDITOR'S NOTE.—This is the eighth installment of a report by Commercial Agent Erwin W. Thompson to the Bureau of Foreign & Domestic Commerce on the trade conditions affecting cottonseed products and their competitors in Northern Europe. Mr. Thompson, who is a recognized trade authority, both technically and commercially, has just returned from a year's study of European trade conditions. His report will be of almost as much interest to meat producers and the meat trade as to the cottonseed products industry.]

#### Other Oil Meals.

Rape, poppy, sunflower, sesame and hemp seed cake and meal constitute as a whole more than a third of the oil meals consumed. Rape and sesame meal are very generally sold over the country, and are serious competitors of cottonseed meal, often selling at a higher price per unit. Hempseed meal and cake is not an important article, only being fed in a limited way along the Russian frontier. Poppy and sunflower cake and meal are consumed mostly in the southern and eastern parts of the country, near the frontiers of Austria and Russia, from which countries they are mostly imported. Freight disadvantages here make this a less profitable field for cottonseed meal exploitation than the more westerly portions of the country.

#### Theoretical Valuation of Feedstuffs.

It would be a convenience to the feed trade of the world if there were some standard method of computing the commercial value of a given feedstuff from its analysis in some such way as is now done in the fertilizer trade. The controlling factors in feed are protein, fat and carbohydrates, just as in fertilizers they are ammonia, phosphoric acid and potash. The tonnage valuation in either case must be determined by the percentage of the essential principles that the land or the animal, respectively, is able to utilize.

In estimating the commercial value of feedstuffs the digestibility of the elements must be determined by actual feeding tests, which, in the nature of the case, can be only approximate and always depending in some degree upon the individuality of the animal. Also, the sources of supply of the protein, the fat, and the carbohydrates are infinite, and they are used for many other purposes.

Thus the price per pound of protein can not be fixed by the price computed from any one protein-bearing substance—cottonseed meal, for example—because other commercial conditions, such as the world's need for more oil, might engender the production of palm oil or soya-bean oil in such a way as to influence the price of their by-products. The price of carbohydrates can not be fixed by the price of potatoes or corn, because of the varying crops and varying demands for starch and other carbohydrates.

Complicated as the problem is, it has been attacked and approximately solved from time to time in different countries on the basis of the contemporaneous facts. But as the data increases the methods vary. As having a bearing on the intrinsic value of cottonseed meal, as distinguished from the accidental values due to the variations in the supply of competing feedstuffs, some space is here given to an outline of the present state of knowledge and practice of estimating values of feedstuffs in Germany.

Kellner is the leading authority on feeds in Germany. He has done much original work and formulated a number of theories on feeding that, whether wholly correct or not, are at present the absolute guide for most of the advanced feeding in the country. The founda-

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tion stone on which most of the valuation theories are built is his celebrated feed unit "Stärkewert," which may be translated "starch equivalent" or "starch parity." He fixed upon pure starch for a unit as being the most unvarying of the feed elements for this purpose.

By the aid of numerous feeding trials with cattle he established a formula showing how much fat an animal would take on per pound of pure digestible elements, as follows: Starch, 0.248 pound; albuminoids 0.235; cane sugar, 0.188; fat, according to source, 0.474 to 0.508. Assigning a value of 1.00 to the starch, making it the unit, the albuminoids would be assigned a value of 0.95, cane sugar 0.76, and fat an average of 2.20.

If these figures were absolutely correct for the feeding elements derived from all sources, the valuation of raw feedstuffs would be much simpler; but by the aid of experiments with the principal feedstuffs Kellner discovered that each feed produced its own distinctive results as to amount of fat taken on per pound of digestible element. Instead of making up a new table of results for each feed tested, he retained the original theoretical table and gave to each feed a percentage figure that would represent its practical results in beef or milk building, as compared with the ideal, or 100 per cent. He calls this figure "Wertigkeitszahl," which may be rendered, not literally but appropriately "assimilability."

For example, in one set of tests on oil meals he calculated from the amount of feed digested how much fat should be taken on by the animal due to each of the feeding elements as follows:

	Cotton-seed meal.	Peanut meal.	Palm-kernel meal.	Linseed meal.
Albuminoids .....	93	102	34	81
Fat .....	78	47	45	50
Carbohydrates .....	30	40	100	65
Total .....	201	189	179	196
But the animal actually added fat.....	197	189	183	192
Whence he calculates the assimilability at...	.98	1.00	1.02	.98

The actual starch equivalent of a feed is found by multiplying its theoretical starch equivalent by its assimilability.

#### Digestibility of the Feeding Elements.

The digestibility of the feeding elements is determined by feeding a known quantity of protein, fat and carbohydrate and determining the amount of each that is rejected by the animal in dung and urine, and calculating this in per cent. If in a certain feed 100 pounds of protein is fed, and 12 pounds is found in the excrement, the coefficient of digestibility of protein in this particular feed is reckoned as 88.

The assimilability figure represents in some respects the departure of this method from the truth. It has been suggested as one cause of the departure that if, for instance, 88 per cent. of an element disappears in an animal, it may not have been all digested; some may have been transformed into something else. Another suggestion is, that although all may have been digested, the energy consumed in the actual work of digestion might have been more for one feed than another. Thus in the evaluation of feeds there are the successive steps—chemical analysis, tests for

Feedstuffs.	Percentage combined protein and fat.	Price per short ton.	Cents per unit of protein and fat.	Starch equivalent.	Commercial valuation.	Cents per unit of commercial valuation.
<b>Cottonseed meal:</b>						
American .....	55	\$35.60	65	71.0	83.6	43
Russian .....	50	34.20	68	68.6	80.3	43
German mixed.....	45	32.40	72	58.5	68.7	47
	42	31.20	74	52.0	60.3	52
	38	29.60	78	47.5	54.8	54
Egyptian .....	31	25.20	81	40.5	46.2	55
Rapeseed meal .....	43	27.00	63	61.1	68.4	40
<b>Linseed meal:</b>						
Pressed .....	42	32.20	77	71.8	80.9	40
Extracted .....	41	30.80	75	64.8	75.2	41
Sesame meal .....	52	32.40	62	79.4	91.2	36
Sunflower meal.....	47	32.40	69	68.1	78.3	41
<b>Palm-kernel meal:</b>						
Pressed .....	26	31.20	120	70.2	74.5	42
Extracted .....	20	29.80	149	66.0	70.4	42
<b>Peanut meal:</b>						
Rufisque, Bordeaux.....	58	36.60	63	78.3	92.1	40
Rufisque, other.....	54	34.90	65	75.7	88.6	39
Coromandel .....	50	31.60	63	70.0	81.3	39
German mixed.....	48	30.80	64	59.0	69.3	44
German mixed.....	38	27.70	73	39.0	45.7	61
<b>Soya-bean meal:</b>						
Pressed .....	48	32.70	68	74.7	87.5	37
Extracted .....	47	31.60	67	73.0	86.6	37
Copra meal .....	30	34.40	115	76.5	81.9	42
Brewers' grains.....	28	25.70	92	54.5	60.5	42
Rice bran.....	24	20.00	83	68.4	70.4	28
Rye bran.....	..	20.60	..	46.9	50.5	41
Wheat bran.....	..	20.60	..	48.1	51.8	40
Potato chips.....	..	37.00	..	71.8	72.3	51
Sugar-beet chips.....	..	19.80	..	51.9	52.1	38
Dried-beet leaves.....	..	14.00	..	28.8	29.6	47
Peanut hulls.....	..	11.90	..	.1	.8	1,487
<b>Molasses mixtures with—</b>						
40 per cent. brewers' grains.....	..	19.00	..	50.0	50.0	38
30 per cent. palm-kernel meal....	..	19.70	..	55.0	55.0	36
40 per cent. wheat bran.....	..	17.70	..	48.0	48.0	37
30 per cent. turf meal.....	..	12.90	..	40.0	40.0	32
50 per cent. peanut hulls.....	..	14.00	..	24.0	24.0	58
50 per cent. cacao shells.....	..	14.00	..	40.0	40.0	35

many in an opposite direction toward a measure of value that, while fairly accurate for starchy feeds, is not correct for the albuminous. It is based on the assumption that the starch equivalent, which is correct as a unit for feed value, is also available as a commercial measure. As a matter of fact, however, albuminous feeds cost in the market relatively more per unit than other kinds. The proportion varies from time to time, being in the summer of 1913 an average of one-third higher.

The above table shows the wholesale prices of some popular feeds for July, 1913, at Magdeburg, which is an important interior distributing point for all kinds of feed. It is situated on the River Elbe, with a freight rate by barge from Hamburg of about a dollar a ton.

As prices are constantly changing, this table can not be taken as a permanent guide, even for relative values. It is intended chiefly to illustrate a method for estimating the true value of any feed by comparison with current costs of other feeds. The fifth column, "Commercial valuation," is made up by adding to the starch equivalent one-third of the digestible albuminoids. The market price is divided by this figure and put in the last column to show the unit cost. For example, to the starch equivalent of American cottonseed meal, 71, add 12.6 (one-third of its digestible albuminoids, 38), and get 83.6, the commercial valuation. Dividing the price per ton, \$35.60, by this figure gives 43 cents per unit of commercial valuation, which compares with 55 cents for Egyptian meal and 61 cents for low-grade peanut meal.

(To be continued.)

There is now a universal tendency in Ger-

# HIDES AND SKINS

(DAILY HIDE AND LEATHER MARKET)

## Chicago.

**PACKER HIDES.**—Pronounced strength continues to prevail throughout the market but outside of some further sales of native steers at the record price of 21c. no other changes or transactions of account are reported. Most of the largest tanners are doing everything possible to prevent a run-away market, and the largest concern of all continues to announce that they "are out of the market," but despite this there is a fair amount of activity, and on a moderate volume of business prices have recently stiffened up  $\frac{1}{2}$ c. with comparative ease on such varieties in which trading has resulted. The former feeling of uncertainty as to just how prices would be affected by the European war is gradually giving way to the general opinion that the effect at least for the time being will be to strengthen values considerably, and the course of the market this week has proven this. As to the ultimate future of hide prices, however, there is a great deal of doubt. So far as hides suitable for sole leather is concerned tanners are firm believers in ultimately lower values, for they are sure that before long means will be devised to bring the hides here from Latin America, Asia, Africa and Australia that were formerly marketed chiefly in Europe. For this reason sole leather tanners in a number of instances are materially curtailing or stopping altogether the working in of hides at their tanneries rather than load up at present prices when they feel quite certain that before a great while the supplies of the world will be available to them. Of course it cannot be expected that many hides will be produced in the Argentine, Uruguay, etc., so long as the exportation of meat to Europe and here is held up, but tanners are figuring more on Mexico, Central America, northern South America and Asia, etc., than on the River Plate. Native steers are fairly active, and four packers have together sold about 10,000 of August, September and possible early October salting at 21c. It is understood, however, that these hides were bought by a Chicago hide dealer, and this perhaps detracts from the importance of the transaction. At the same time of these 21c. sales a lot of two cars (1,300) sold at 20 $\frac{1}{2}$ c., and some more were offered at 20 $\frac{1}{2}$ c. Quotations, 20 $\frac{1}{2}$ @21c. Texas steers are unchanged. Last selling rates were 20c. for heavies, 19c. for lights and 18 $\frac{3}{4}$ c. for extremes. More heavies are reported obtainable at 20c., but lights are now generally held at 19 $\frac{1}{2}$ c.; and extremes at 19c., with some packers even talking 19 $\frac{1}{4}$ c. for extremes. Butt brands have not sold of late. Last trading was at 19 $\frac{1}{2}$ c., and 19 $\frac{1}{2}$ @19 $\frac{3}{4}$ c. is now asked. Colorados were last sold at 19c., but from 19 $\frac{1}{4}$ @19 $\frac{1}{2}$ c. is now talked by packers, with no trading. Branded cows are neglected, and although the market on most other varieties is well sold up and ahead August branded cows are reported to be accumulating. Tanners evidently do not want them at 18 $\frac{3}{4}$ c., with some packers talking 19c., and the last sales were at 18 $\frac{1}{2}$ c. Native cows last sold at 20c. for lights of late salting, and 19 $\frac{1}{4}$ c. for

June-July-August heavies and August alone heavies held firm at 19 $\frac{1}{2}$ c., but no sales. Trade was fairly active in light cows, but at 20c. the demand has apparently quieted down. Native bulls are nominally quoted at 16c. for January to June and 17c. for June to January. Branded bulls are nominal at a range of 15@16c. for late salting, as to average and points.

Later.—No further trading. Some inquiry reported for butt brands and Colorados. Packers now talk 19 $\frac{3}{4}$ @20c. for August-September butt brands, and 19 $\frac{1}{2}$ @19 $\frac{3}{4}$ c. for August-September Colorados.

**COUNTRY HIDES.**—This market is showing more signs of activity and considerably more trading is noted, especially in extremes. The upper leather tanners are meeting in Buffalo today, and it is expected that they will consult on policies to be pursued in regard to buying hides, etc. Dealers are quite generally strong in their ideas. Bufts are mostly held at 17 $\frac{1}{2}$ c. for strictly short-haired lots, but there is not so much demand for these as for extremes, and the market is not considered nominally quotable over 17c., or possibly 17 $\frac{1}{4}$ c. for some choice lots. Heavy cows are receiving some attention, and the market is quotable at 16 $\frac{3}{4}$ c. for strictly short-haired stock, as one car of this description sold here at 16 $\frac{3}{4}$ c. Another car of Ohio 45-lb. and up bufts and heavy cows together reported to run 95 per cent. short haired sold here at 16 $\frac{1}{2}$ c., with the seller paying the freight to Chicago. Extremes are quite active, and choice all short-haired stock is quotable up to 18 $\frac{1}{2}$ c. One sale has been made of two cars of Chicago all short-haired practically all No. 1 extremes at 18 $\frac{1}{2}$ c., and these are supposed not to contain any grubs. One car of Ohios sold at 18 $\frac{1}{2}$ c., f. o. b. shipping point. A small lot of country packer 25-lb. and up all weight hides amounting to less than a full car and out of first salt sold at 17 $\frac{3}{4}$  c. f. o. b. a point in Michigan. Heavy steers rule quiet at a range of 16@17c. as to hair, etc. Bulls quiet at 14@14 $\frac{1}{2}$ c. asked.

**CALFSKINS.**—No further sales are reported since the car of mixed outside skins reported yesterday at 22 $\frac{1}{2}$ c. Some choice outside cities are reported obtainable at 23c., but up to 25c. is talked for best Chicago cities and up to 30c. asked for packers ahead, with last sales at 23c. for Chicago cities and 25c. for packers. Packers talk 21c. for kips, with cities held 20@20 $\frac{1}{2}$ c., and countries 19@19 $\frac{1}{2}$ c. as to lots. Light calf quoted \$1.32 $\frac{1}{2}$ , and deacons \$1.12 $\frac{1}{2}$ .

Later.—On some small lots left of light calf and deacons asking prices \$1.35 and \$1.15.

**SHEEPSKINS.**—The market continues firm, but no further sales or price changes noted.

**HORSE HIDES** continue unsettled and the market nominal. Offerings continue plenty with mixed cities and countries still talked up to \$5.20; regular countries, \$4.50@4.85, with tanners' ideas still 25@50c. less. The war situation has so far not had any effect on prices. Quote seconds \$1 less; ponies and glues, \$1.50@2; colts, 50c.@\$1.

## New York.

**DRY HIDES.**—No further sales are reported of common varieties, but more details are now confirmed regarding the transactions noted recently to Canadian buyers. These sales consisted of about 6,600, including about 5,000 Central Americans, etc., 1,100 Tomacas and 500 Quito city hides. Most of the Central Americans sold at 28c., but it is reported that some of them only brought 27 $\frac{3}{4}$ c. The Tomacas are reported to have brought 28c. No Bogotas, etc., have been sold, and now that this buyer appears to be satisfied for the present at least the other operators show no interest and continue to keep out of the market. The only fresh arrival is 2,200 Puerto Cabellos, etc., per the "Philadelphia."

**WET SALTED HIDES.**—There is a fair amount of activity in Mexicans, etc., and considerable quantities of these have been sold, although there are still good-sized supplies left. Total sales are estimated as around 10,000 Mexicans. One lot of 5,260 hides sold consisted of Guadalajara cities at 16c., and some good coast varieties are reported to have brought 15 $\frac{1}{2}$ c., and Progresos 15 $\frac{1}{4}$ c. and 15 $\frac{1}{2}$ c. It is reported that three different buyers operated in Mexicans. It is reported that some light weight Havana hides suitable for upper leather purposes sold on the basis of 16 $\frac{1}{2}$ c. weighed and delivered in Boston, but one lot of 1,000 Havanas of 35@40 lbs. average is reported to have sold at 16 $\frac{1}{2}$ c. ex-dock in New York. A lot of 45@50-lb. Cubans is being offered here at 15c., and some 40@45-lb. straight Havanas are offered at 16 $\frac{1}{4}$ c. One sale was made of an old lot of 900 Cubans that has been here since last March, and which were hair slipped of 50@60 lbs. at 9 $\frac{1}{2}$ c.

**CITY PACKER HIDES.**—No further trading is noted here since the recent sale of spready native steers. Packers are very firm in their views, and it is doubted if any August native steers can be bought here under 20 $\frac{1}{2}$ c. Packers have steadily refused bids of 20c., and some have talked up to 21c., but it is believed that most of them would accept 20 $\frac{1}{2}$ c. if bid.

Later.—It is learned that one packer has made sales of four cars of hides consisting of two cars of July spready native steers at the advanced price of 21c., and also two cars of August native steers at 20 $\frac{1}{2}$ c.

**COUNTRY HIDES.**—The market locally continues very dull owing to the fact that none of the tanners here will buy anything unless it is small peddling lots that can be procured at around their own terms, and as there are very few such parcels securable business is naturally very much limited. Various prices are talked and dealers continue as strong as ever in their views despite the present attitude of most tanners in keeping out of the market. Ohio and Middle West dealers as well as those in Pennsylvania, etc., are generally asking 17 $\frac{1}{2}$ c. for bufts, and though no trading is confirmed at this figure it would probably be difficult for any buyer to obtain any good lot at any less than this price. Extremes are especially firm, and a number of different sales have been reported made at Middle West points at 18 $\frac{1}{2}$ c., and some dealers are not even inclined to accept this price and talk 18 $\frac{1}{2}$ @19c.

**CALFSKINS.**—The market continues in a very strong position, but conditions are so upset and excited at present that it is difficult to attempt any quotations. About all of the local dealers are all sold up to August 15 on New York City skins, and most of them are not ready as yet to name any figures at which they will sell ahead, as they expect material advances over those that have already occurred. There are practically no offerings here of outside city or sizable lots of country skins, and most dealers who have any do not care to sell.



# Chicago Section

It is not a long jump from quail on toast to liver on trust.

This "universal peace" business seems to be on the hog; right.

Fee offices, like some waiter jobs, are worth paying something for.

Board of Trade memberships are selling around \$2,250 net to the buyer.

Krupp gun stock must be a paying investment these days and Bill is a big stockholder.

Were it not for the candidates we would not know there is to be an election this fall.

The "sinews of war" will not be supplied by this country, if President Wilson has his say.

About the best looking thing on the whole list right now is a farm in the U. S. A. Wot?

Packers are not supposed to sell any meats nor yet keep them in storage. Some yob, packing!

Mexico's little old barn slaughterhouse is nothing compared to Europe's mammoth modern abattoir.

Bill Laskey, the old-time Chicago lard expert now in Nashville, was a visitor in Chicago during the week.

Japan has now shied her lid into the ring. Soon there will not be any innocent bystander to stop stray bullets.

Just to show you how engrossing this war is, not one guy out of a hundred knows the standing of the baseball clubs.

The Kernel evidently has contracted the habit of talking to himself. Oh, well! not a bad idea. And even he doesn't have to listen.

For once the "soul mate" thing got the axe and right where the chicken gets it, too. 'Ware this "spiritual hegira" method of eloping.

In all cases of domestic trouble local or national—blame it on the packer. Also in all cases of foreign trouble—blame it on John Bull. Gud nite!

Like the rabbits in Australia, Europe's overpopulation was getting to be a nuisance, hence the killing off process now in operation. Is that it?

Wisconsin will supply us all the Swiss, Roquefort and Limburger (without the "style" added) cheese we need; at an enhanced price, however.

When last seen he had broken out of the smokehouse at Oyster Bay and was headed for Maine on the run. Front pages beware. Dodge, lobsters, dodge.

Not a line about the Kernel, Mrs. Pankhurst, Mrs. Morton Bayley or Capt. George Wellington Streeter. Teetotally ditched! b'gosh—who'd ha' think it possible.

On the other hand there is one Heurta wondering if not worrying what the hotel bill may become of the junk he has deposited in European banks! Such a trouble!

The Chicago packers are being investigated some more. Just so long as we have the Chicago packers just so long will we have an Attorney General. And both are here to stay.

Swift & Company's sales of beef in Chicago for the week ending Saturday, August 15, 1914, averaged as follows: Domestic beef, 12.68 cents; imported beef, 9.61 cents per pound.

Candidates for political office are not the only ones begging for support and making promises—of the piecrust variety, made to be broken. Nick doesn't look good to the Jews or Poles.

Uptub says: "There is not imported beer enough in the country to last another week." Guess we'd scratch along somehow if there wasn't any of any kind to last that long. Who wants beer to last?

## TO PREVENT HOG CHOLERA.

The Executive Committee of the United States Live Stock Sanitary Association has issued a report written by its president, Dr. S. H. Ward, as a result of its investigations and studies, containing suggestions for the control and prevention of hog cholera. The report is of vital interest to hog raisers everywhere and the widest publicity for it is desirable that farmers everywhere may be informed on the precautions advisable to protect their hogs. The report in full is as follows:

The extreme prevalence of hog cholera last year and the great losses sustained are still vividly impressed upon the minds of farmers and breeders, and considerable thought is undoubtedly being given as to the best way and means of preventing a like occurrence this year.

It must be borne in mind the disease is of germ origin, and is acquired by hogs through contamination of their food supply. This contamination may take place in a variety of ways, principally, however, by birds, dogs and men carrying the disease germs on small particles of dirt or manure gathered up from places where the disease has been or is present.

The majority of hog pens are in a filthy condition, as a result of the accumulation of litter and manure gathered through months

and perhaps years. Many times food is scattered in the pens and becomes contaminated by all kinds of filth before being eaten by the hog, hence if cholera has existed the litter and manure has been saturated with the body discharges of sick animals, and is alive with germs.

To control the disease, owners of hogs must be educated to the importance of sanitary measures, and not be permitted to lapse into indifference because of the possible use of serum as a cure or preventive.

## Carriers of the Disease.

A steady war should be waged on pigeons and crows, which feed in infected pens and carry the disease all over the vicinity.

Dogs are frequent carriers of the disease and should not be allowed to run at large, even on owner's premises, if cholera exists in the neighborhood.

Stock buyers, strangers and neighbors visiting the premises should keep away from hog pens, and the individual owner should not let his curiosity lead him to tramp near or in hog pens belonging to his neighbor.

All outbreaks must be quarantined and only owner or his help allowed to go near the diseased animals. To curtail the losses, the single treatment should be given and the operator and helpers must take the precaution of using rubbers while working, removing and disinfecting them after completion of the vaccination.

Explicit directions should be given by the veterinarian that pens are to be cleaned daily and disinfected with a solution of cresol, U. S. P., six ounces to a gallon of soft water.

Above all, dead hogs are to be buried or burned. Allowing dead hogs to remain unburied, the placing of dead hogs in low places, or dried up water courses should be made a misdemeanor. If no statute covers these matters, then sanitary authorities should adopt regulations which will effectively deal with them.

Wagons used in removing dead hogs, or in drawing away litter and manure from the pens, should under no circumstances be taken on to the public highway.

## Daily Disinfection.

Thorough and complete disinfection of the pens and yards should be practiced daily, using the disinfectant of the strength already described. Where outbreaks occur, stock buyers should be warned against visiting the

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premises and should be advised of the great danger there is in his carrying the infection from farm to farm, and to avoid it by using rubbers, to be removed and disinfected after visiting individual farms, no matter whether cholera exists on the premises or not.

Railroad stock yards are a prolific source of spread, and a regulation should be issued forbidding the removal of hogs from stock yards except for shipment by rail for immediate slaughter. Railroad yards and pens should be cleaned of all litter and manure and then disinfected after each shipment.

Persons delivering stock to these yards should be warned, by posted notices, to avoid going into "yards."

### Prevention.

As the disease is without doubt taken up with the food supply, the question arises: How best protect it from infection?

It is suggested small feeding pens be built with closely woven wire fence to which hogs should be admitted only at feeding time. These pens should have a cement floor, which must be kept clean of all litter and manure and then sprinkled with the solution previously mentioned. Troughs should be disinfected and lifted off the floor and exposed to the sun.

Sleeping quarters should be arranged so they can be kept cleaned and disinfected. Good pastures away from water courses and roads are necessary, in order to prevent any infection being carried by stray animals, or from contaminated water.

As a further precaution, not only against hog cholera but against various parasites which swine are often troubled with, a dip-

ping vat can be built with very little expense and a cheap disinfectant used.

The disease is not borne in the air, but is acquired by taking into the system the disease germs.

Protect your hogs from coming in contact with sick hogs and protect their food and water supply from contamination.

When the disease has existed, it is wise to provide new quarters entirely for the brood sows. While young pigs from immune mothers carry an immunity for a short time, they are liable to infection later if permitted to remain in infected quarters. It is well to plow and seed the old yards.

### THE SERENE HOG.

It is with distinct pleasure that we pen a tribute to the meek and lowly hog, author of our breakfast bacon. We have felt for some time that this philosopher—for the hog must be a philosopher to endure the slings and slurs of thoughtless man—was not receiving his due in the public press.

Poets have sung the praises of the meditative cow. The horse, noblest of steeds, has been portrayed upon a million canvasses and found a place in epic and in psalm. The hen has been recommended to take the place of the eagle upon our "far-flung banners," but until this time no one has come forward with a truly worthy encomium upon the hog.

Well, here it is—a tribute to an uncomplaining fellow that seeks no favors save the privilege of plodding with his face fastened upon the ground.

Consider for a moment the hog. The hog is nature's sedative. He is the antithesis of

excitement and the antidote of worry. When frayed nerves cry out in protest, and the tired brain aches with a surfeit of care or pleasure, go then to the humble pig sty and learn a lesson of repose.

What does the farmer do when the hired man gives notice, or grasshoppers threaten to take the upper eighty? He heads for the hog lot, and, with his elbows on the top rail and one foot in an intermediate crack he watches the swine at their evening meal till his soul finds peace.

As a preventative of nervous prostration, a sanitarium, compared to a hog, is a riot and the seashore an insurrection. His peaceful grunt is a lullaby to tortured ears, and his placid obliviousness of the flight of time is a rebuke to the strenuous. As he pokes his nose into the moist earth—never furiously, but with a calm and quiet—and upturns the succulent roots that he may add weight to his hams and breadth to his spare ribs, to the ultimate profit of the butcher, we are reminded of the futility of crying out against the fate for which we are being fattened and taught to bow the head of humility.

Reach over the top of the fence and scratch his bristly back with a raspy cob and his legs, unable to support his excess burden of pleasure, crumble beneath him, and he sinks to sleep, singing a song of contentment that rumbles forth from cavernous depths. He is your true optimist.—Simple Thinks.

Packinghouse, provision, refrigeration and other machinery and equipment at second-hand. Buy it or sell it through The National Provisioner's "Wanted and For Sale" department.

## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Aug. 10.....	10,845	777	17,474	25,567
Tuesday, Aug. 11.....	3,542	1,723	19,702	25,525
Wednesday, Aug. 12.....	10,310	1,894	36,628	26,542
Thursday, Aug. 13.....	5,938	1,481	17,270	17,081
Friday, Aug. 14.....	1,454	278	5,577	13,979
Saturday, Aug. 15.....	344	90	7,256	3,087

Total last week.....	38,433	6,143	106,007	111,781
Previous week.....	31,750	4,548	64,496	47,654
Cor. time, 1913.....	47,487	5,208	156,321	119,132
Cor. time, 1912.....	50,097	7,256	92,679	117,529

## SHIPMENTS.

Monday, Aug. 10.....	3,131	58	4,904	1,587
Tuesday, Aug. 11.....	1,189	10	2,627	2,400
Wednesday, Aug. 12.....	4,220	67	4,760	2,819
Thursday, Aug. 13.....	2,624	270	3,394	2,363
Friday, Aug. 14.....	1,054	15	1,712	2,794
Saturday, Aug. 15.....	132	...	887	...

Total last week.....	12,390	418	18,255	11,903
Previous week.....	14,481	195	22,212	8,582
Cor. time, 1913.....	16,683	223	35,158	30,056
Cor. time, 1912.....	17,131	7,256	27,729	10,404

## CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to Aug. 15, 1914.....	1,354,051	3,055,792	3,022,705
Same period, 1913.....	1,464,730	4,534,300	2,868,230

## Combined receipts of hogs at eleven points:

Week ending Aug. 15, 1914.....	401,000
Previous week.....	251,000
Cor. week, 1913.....	455,000
Cor. week, 1912.....	318,000
Total year to date.....	14,482,000
Same period, 1913.....	15,446,000

## Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to Aug. 15, 1914.....	117,700	264,000	214,200
Week ago.....	87,000	141,000	158,400
Year ago.....	194,500	396,000	231,300
Two years ago.....	168,900	234,700	252,700

## Combined receipts at six markets for 1914 to date and same period a year ago:

	1914.	1913.
Cattle.....	3,463,000	4,022,000
Hogs.....	10,240,000	11,726,000
Sheep.....	6,036,000	6,412,000

## CHICAGO PACKERS' HOG SLAUGHTER.

Week ending Aug. 15, 1914:	
Armour & Co.....	15,300
Swift & Co.....	12,100
S. & S. Co.....	7,500
Morris & Co.....	7,100
Hammond Co.....	6,700
Western P. Co.....	5,300
Anglo-American.....	5,000
Independent P. Co.....	6,000
Boyd, Lunham & Co.....	4,700
Roberts & Oake.....	2,600
Brennan P. Co.....	4,700
Miller & Hart.....	2,700
Others.....	6,000

Totals.....	87,900
Previous week.....	42,400
1913.....	117,400
1912.....	67,300
Total year to date.....	3,221,900
Same period last year.....	3,788,800

## WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$9.20	\$9.46	\$5.50	\$8.45
Previous week.....	8.75	8.50	5.45	8.20
Cor. week, 1913.....	8.15	8.35	4.30	7.20
Cor. week, 1912.....	8.40	8.15	3.95	6.95
Cor. week, 1911.....	7.15	7.37	3.60	6.50

## CATTLE

Steers, good to choice heavy.....	\$8.05@10.00
Steers, fair to good.....	7.05@8.60
Yearlings, good to choice.....	8.50@9.85
Yearlings, fair to good.....	7.50@7.90
Distillery steers.....	8.40@10.25
Stockers.....	6.00@7.25
Feeding steers.....	7.25@7.90
Medium to good beef cows.....	5.50@6.30
Stock cows.....	4.75@5.55
Fair to choice heifers.....	6.50@8.10
Stock heifers.....	5.50@6.75
Good to choice ewes.....	5.75@7.90
Common to good ewes.....	4.00@5.00

Patcher bulls.....	6.75@7.25
Bologna bulls.....	5.75@6.20
Good to choice heavy calves.....	9.50@10.50
Heavy calves.....	7.50@9.50

## HOGS.

Choice light, 170 to 200 lbs.....	\$9.10@9.30
Prime light butchers, 200 to 250 lbs.....	9.05@9.25
Prime med. weight butchers, 230 to 270 lbs.....	9.10@9.25
Prime heavy butchers, 270 to 350 lbs.....	9.00@9.20
Mixed heavy packing.....	8.50@8.90
Heavy packing.....	8.50@8.90
Boars.....	3.00@4.50
*Stags.....	8.25@9.10

\*All stags subject to 80 lbs. dockage.

## SHEEP.

Native ewes.....	\$4.75@5.60
Native wethers.....	5.00@6.00
Western ewes.....	4.50@5.50
Western wethers.....	5.00@6.00
Western yearlings.....	5.00@6.50
Native yearlings.....	5.75@6.50
Native lambs.....	7.50@8.50
Range lambs.....	6.80@8.00
Feeding lambs.....	3.00@3.75
Bucks.....	4.75@5.65
Breeding ewes.....	6.00@6.50
Western breeding yearling ewes.....	6.00@6.50

## CHICAGO PROVISION MARKET

## Range of Prices.

## SATURDAY, AUGUST 15, 1914.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
September.....	\$21.92½	\$22.00	\$21.70	\$22.00
LARD—(Per 100 lbs.)—				
September.....	9.45	9.52½	9.40	9.52½
October.....	9.60	9.67½	9.52½	9.67½
January.....	9.95	10.02½	9.92½	10.02½

RIBS—(Boxed, 25c. more than loose)—				
September.....	12.65	12.85	12.57½	12.62½
October.....	12.27½	12.30	12.17½	12.27½
January.....	10.90	11.00	10.90	11.00

## MONDAY, AUGUST 17, 1914.

PORK—(Per bbl.)—				
September.....	22.00	22.10	21.65	22.10
January.....	21.35	21.50	21.35	21.50

LARD—(Per 100 lbs.)—				
September.....	9.42½	9.52½	9.40	9.52½
October.....	9.60½	9.70	9.55	9.65
January.....	10.02½	10.02½	9.95	9.97½

RIBS—(Boxed, 25c. more than loose)—				
September.....	12.50	12.60	12.47½	12.60
October.....	12.17½	12.20	12.07½	12.17½
January.....	11.00	11.02½	10.95	11.05

## TUESDAY, AUGUST 18, 1914.

PORK—(Per bbl.)—				
September.....	21.60	22.30	21.60	22.27½
January.....	21.35	21.50	21.35	21.45

LARD—(Per 100 lbs.)—				
September.....	9.52½	9.62½	9.50	9.62½
October.....	9.65	9.77½	9.65	9.77½
January.....	9.97½	10.05	9.95	10.05

RIBS—(Boxed, 25c. more than loose)—				
September.....	12.65	12.75	12.65	12.72½
October.....	12.12½	12.27½	12.12½	12.27½
January.....	11.07½	11.07½	11.00	11.07½

## WEDNESDAY, AUGUST 19, 1914.

PORK—(Per bbl.)—				
September.....	22.75	22.75	22.62½	22.67½
January.....	21.60	21.60	21.60	21.60

LARD—(Per 100 lbs.)—				
September.....	9.52½	10.02½	9.75	10.02½
October.....	9.80	10.20	9.80	10.15
January.....	10.30	10.45	10.22½	10.40

RIBS—(Boxed, 25c. more than loose)—				
September.....	12.75	12.80	12.72½	12.80
October.....	12.32½	12.40	12.27½	12.37½
January.....	11.20	11.30	11.17½	11.27½

## THURSDAY, AUGUST 20, 1914.

PORK—(Per bbl.)—				
September.....	22.42½	22.50	22.42½	22.50
January.....	21.50	21.50	21.25	21.25

LARD—(Per 100 lbs.)—				
September.....	10.00	10.05	9.97½	9.97½
October.....	10.10	10.17½	10.10	10.10
January.....	10.45	10.45	10.35	10.35

RIBS—(Boxed, 25c. more than loose)—				
September.....	12.67½	12.80	12.67½	12.75
October.....	12.30	12.30	12.25	12.25
January.....	11.20	11.25	11.15	11.15

## FRIDAY, AUGUST 21, 1914.

PORK—(Per bbl.)—				
September.....	22.25	22.40	22.25	22.40
LARD—(Per 100 lbs.)—				
September.....	9.90	10.05	9.85	10.05
October.....	10.00	10.17½	9.97½	10.17½
January.....	10.40	10.52½	10.37½	10.52½

RIBS—(Boxed, 25c. more than loose)—				
September.....	12.70	12.75	12.67½	12.67½
October.....	12.10	12.22½	12.10	12.22½
January.....	11.20	11.25	11.15	11.20

†Bld. †Asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

## Beef.

Native Rib Roast.....	18	@23
Native Sirloin Steaks.....	22	@25
Native Porterhouse Steaks.....	30	@35
Native Pot Roasts.....	14	@17
Rib Roasts from light cattle.....	14	@18
Beef Stew.....	12	@14
Boneless Corned Biskets, Native.....	16	@16
Corned Rumps, Native.....	16	@16
Corned Ribs.....	12	@12½
Corned Flanks.....	10	@10
Round Steaks.....	20	@25
Round Roasts.....	18	@20
Shoulder Steaks.....	16	@18
Shoulder Roasts.....	16	@18
Shoulder Neck End, Trimmed.....	16	@12½
Rolls Roast.....	18	@20

## Lamb.

Hind Quarters, fancy.....	20	@25
Fore Quarters, fancy.....	15	@18
Legs, fancy.....	22	@25
Stew.....	12	@12½
Chops, shoulder, per lb.....	18	@18
Chops, rib and loin, per lb.....	35	@35
Chops, French, each.....	15	@15

## Mutton.

Legs.....	16	@18
Stew.....	8	@10
Shoulders.....	16	@12½
Hind Quarters.....	16	@18
Fore Quarters.....	12	@14
Rib and Loin Chops.....	20	@22
Shoulder Chops.....	14	@16

## Pork.

Pork Loins.....	18	@20
Pork Chops.....	20	@22
Pork Shoulders.....	16	@16
Pork Tenderloins.....	28	@28
Pork Butts.....	18	@18
Spare Ribs.....	14	@14
Hocks.....	11	@11
Pigs' Heads.....	8	@8
Leaf Lard.....	12½	@12½

## Veal.

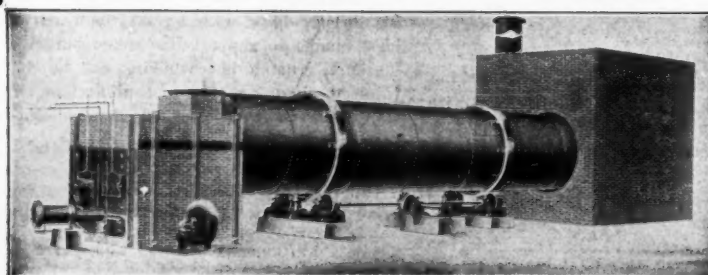
Hind Quarters.....	18	@22
Fore Quarters.....	12½	@14
Legs.....	18	@22
Breasts.....	18	@16
Shoulders.....	16	@18
Cutlets.....	35	@35
Rib and Loin Chops.....	25	@25

## Butchers' Offal.

Suet.....	7	@7
Tallow.....	3½	@3½
Bones, per cwt.....	100	@100
Calfskins, 8 to 15 lbs.....	18	@18
Calfskins, under 18 lbs. (deacon's).....	65	@65
Kips.....	15	@15

Watch Page 48  
for  
Business Chances

## DRYERS AND CONTINUOUS PRESSES



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**American Process Co.**  
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## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers	14 1/2 @ 15 1/2
Good native steers	14 1/2 @ 14 1/2
Native steers, medium	13 1/2 @ 13 1/2
Helpers, good	12 1/2 @ 13 1/2
Cows	12 @ 12 1/2
Hind Quarters, choice	17
Fore Quarters, choice	12 1/2

## Beef Cuts.

Cow Chucks	10 1/2 @ 11
Steer Chucks	13 1/2 @ 13 1/2
Boneless Chucks	12 1/2 @ 12 1/2
Medium Plates	8 1/2 @ 8 1/2
Steer Plates	9 @ 9
Cow Rounds	12 1/2 @ 12 1/2
Steer Rounds	15 1/2 @ 15 1/2
Cow Loins	14 @ 16
Steer Loins, Heavy	24 @ 24
Beef Tenderloins, No. 1	35 @ 35
Beef Tenderloins, No. 2	19 @ 25
Strip Loins	13 1/2 @ 13 1/2
Sirloin Butts	16 1/2 @ 16 1/2
Shoulder Clods	13 @ 13
Rolls	15 1/2 @ 15 1/2
Rump Butts	13 @ 14 1/2
Trimblings	10 1/2 @ 10 1/2
Shank	7 @ 7
Cow Ribs, Common, Light	12 @ 12 1/2
Cow Ribs, Heavy	15 @ 15
Steer Ribs, Light	19 @ 19 1/2
Steer Ribs, Heavy	17 1/2 @ 18 1/2
Loin Ends, steer, native	18 1/2 @ 18 1/2
Loin Ends, cow	14 @ 14
Hanging Tenderloins	12 @ 12
Flank Steak	14 1/2 @ 14 1/2
Hind Shanks	7 @ 7

## Beef Offal.

Brains, per lb.	6 1/2 @ 7
Hearts	7 1/2 @ 7 1/2
Tongues	21 @ 21
Sweetbreads	22 @ 25
Ox Tail, per lb.	7 @ 8
Fresh Tripe, plain	7 @ 5 1/2
Fresh Tripe, H. C.	7 @ 7 1/2
Brains	7 @ 8
Kidneys, each	6 1/2 @ 6 1/2

## Veal.

Heavy Carcass, Veal	13 @ 13
Light Carcass	17 1/2 @ 17 1/2
Good Carcass	18 @ 18
Good Saddles	21 @ 21
Medium Racks	14 1/2 @ 14 1/2
Good Racks	15 @ 15

## Veal Offal.

Brains, each	8 @ 8
Sweetbreads	50 @ 60
Calf Livers	26 @ 26
Heads, each	25 @ 25

## Lamba.

Good Cawl	14 1/2 @ 14 1/2
Round Dressed Lamb	16 @ 16
Saddles, Cawl	16 @ 16
R. D. Lamb Racks	13 @ 13
Cawl Lamb Racks	12 @ 12
R. D. Lamb Saddles	19 @ 19
Lamb Fries, per lb.	20 @ 20
Lamb Tongues, each	4 @ 4
Lamb Kidneys, each	1 1/2 @ 1 1/2

## Mutton.

Medium Sheep	11 1/2 @ 11 1/2
Good Sheep	12 1/2 @ 12 1/2
Medium Saddles	13 1/2 @ 13 1/2
Good Saddles	14 @ 14
Good Racks	10 1/2 @ 10 1/2
Medium Racks	10 @ 10
Mutton Legs	14 1/2 @ 14 1/2
Mutton Loins	11 @ 11
Mutton Stew	8 @ 8
Sheep Tongues, each	2 1/2 @ 2 1/2
Sheep Heads, each	10 @ 10

## Fresh Pork, Etc.

Dressed Hogs	13 @ 13
Pork Loins	16 @ 16
Leaf Lard	11 @ 11
Tenderloins	35 @ 35
Spare Ribs	10 1/2 @ 10 1/2
Butts	14 1/2 @ 14 1/2
Hocks	10 @ 10
Trimblings	13 @ 13
Extra Lean Trimblings	16 @ 16
Tails	8 1/2 @ 8 1/2
Snouts	6 @ 6
Pigs' Feet	3 1/2 @ 3 1/2
Pigs' Heads	5 1/2 @ 5 1/2
Blade Bones	9 @ 9
Blade Meat	10 @ 10
Cheek Meat	9 @ 9
Hog Livers, per lb.	8 @ 8
Neck Bones	4 1/2 @ 4 1/2
Skinned Shoulders	13 1/2 @ 13 1/2
Pork Hearts	9 @ 9
Pork Kidneys, per lb.	5 1/2 @ 5 1/2
Pork Tongues	14 @ 14
Slip Bones	6 @ 6
Tail Bones	7 @ 7
Brains	4 1/2 @ 4 1/2
Backfat	10 @ 10
Hams	21 @ 21
Calas	16 @ 16
Beilles	19 @ 19
Shoulders	13 1/2 @ 13 1/2

## SAUSAGE.

Columbia Cloth Bologna	13 1/2 @ 13 1/2
Bologna, large, long, round, in casings	13 @ 13

Choice Bologna	15 1/2 @ 15 1/2
Frankfurters	15 @ 15
Blood, Liver and Headcheese	11 1/2 @ 11 1/2
Tongue	15 1/2 @ 15 1/2
Minced Sausage	16 @ 16
Luncheon Sausage, cloth paraffine	19 1/2 @ 19 1/2
New England Sausage	20 @ 20
Compressed Luncheon Sausage	20 @ 20
Special Compressed Ham	20 @ 20
Berliner Sausage	17 @ 17
Boneless Butts in casings	30 @ 30
Oxford Butts in casings	28 @ 28
Polish Sausage	15 @ 15
Garlic Sausage	14 @ 14
Country Smoked Sausage	17 1/2 @ 17 1/2
Farm Sausage	17 @ 17
Pork Sausage, bulk or link	13 1/2 @ 13 1/2
Pork Sausage, short link	14 @ 14
Boneless Pigs' Feet	11 @ 11
Luncheon Roll	19 @ 19
Delicatessen Loaf	18 @ 18
Jellied Roll	22 @ 22

## Summer Sausage.

Best Summer, H. C. (new)	28 1/2 @ 28 1/2
German Salami (new)	26 1/2 @ 26 1/2
Italian Salami	29 1/2 @ 29 1/2
Holsteiner	21 1/2 @ 21 1/2
Mettwurst, New	— @ —
Farmer	23 @ 23

## Sausage in Oil.

Smoked, large cans, 50	6.50 @ 6.50
Smoked, small cans, 20	6.00 @ 6.00
Bologna, large cans, 50	6.00 @ 6.00
Bologna, small cans, 20	5.50 @ 5.50
Frankfort, large cans, 50	6.50 @ 6.50
Frankfort, small cans, 20	6.00 @ 6.00

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	12.00 @ 12.00
Pickled Plain Tripe, in 200-lb. barrels	8.50 @ 8.50
Pickled H. C. Tripe, in 200-lb. barrels	12.50 @ 12.50
Pickled Ox Livers, in 200-lb. barrels	— @ —
Pickled Pigs' Snouts, in 200-lb. barrels	17.25 @ 17.25
Sheep Tongues, Short Cut, barrels	39.00 @ 39.00

## CORNED, BOILED AND ROAST BEEF.

No. 1, 2 doz. to case	Per doz. \$2.15
No. 2, 1 or 2 doz. to case	4.15 @ 4.15
No. 6, 1 doz. to case	15.00 @ 15.00
No. 14, 1/2 doz. to case	35.00 @ 35.00

## EXTRACT OF BEEF.

2-oz. jars, 1 doz. in box	3.75 @ 3.75
4-oz. jars, 1 doz. in box	7.25 @ 7.25
8-oz. jars, 1/2 doz. in box	14.00 @ 14.00
16-oz. jars, 1/4 doz. in box	24.50 @ 24.50
2, 5 and 10-lb. tins	\$1.75 per lb. @ 1.75

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	— @ —
Plate Beef	— @ —
Prime Mess Beef	— @ —
Mess Beef	— @ —
Beef Hams (220 lbs. to bbl.)	— @ —
Rump Butts	— @ —
Mess Pork, old	25.00 @ 25.00
Clear Fat Backs	26.50 @ 26.50
Family Back Pork	26.00 @ 26.00
Bean Pork	21.00 @ 21.00

## LARD.

Pure leaf, kettle rendered, per lb., tes.	13 @ 13
Pure lard	12 @ 12
Lard substitutes, tes.	9 1/2 @ 9 1/2
Lard, compound	9 1/2 @ 9 1/2
Cooking, oil, per gal. in barrels	62 @ 62
Cooks' and bakers' shortening, tubs	12 @ 12
Barrels, 1/4 c. over tierces, half barrels, 1/2 c. over tierces; tubs and pails, 10 to 50 lbs., 1/4 c. to 1 c. over tierces	— @ —

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago	14 1/2 @ 21
Cartons, rolls or prints, 1 lb.	15 1/2 @ 22
Cartons, rolls or prints, 2 1/2 lbs.	15 @ 21 1/2
Shortenings, 30 @ 60 lb. tubs	11 1/2 @ 13 1/2

## DRY SALT MEATS.

(Boxed. Loose are 1/4 c. less.)	
Clear Bellies, 14 @ 16 avg.	16 1/2 @ 16 1/2
Clear Bellies, 18 @ 20 avg.	16 @ 16
Rib Bellies, 18 @ 20 avg.	16 @ 16
Fat Backs, 12 @ 14 avg.	12 1/2 @ 12 1/2
Regular Plates	12 1/2 @ 12 1/2
Clear Plates	11 1/2 @ 11 1/2
Butts	10 @ 10
Bacon meats, 1/4 c. to 1 c. more.	— @ —

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	20 1/2 @ 20 1/2
Hams, 16 lbs., avg.	20 1/2 @ 20 1/2
Skinned Hams	21 1/2 @ 21 1/2
Calas, 4 @ 6 lbs., avg.	15 1/2 @ 15 1/2
Calas, 6 @ 12 lbs., avg.	15 @ 15
New York Shoulders, 8 @ 12 lbs., avg.	15 @ 15
Breakfast Bacon, fancy	27 1/2 @ 27 1/2
Wide, 10 @ 12 avg., and strip, 5 @ 6 avg.	20 1/2 @ 20 1/2
Wide, 6 @ 8 avg., and strip, 3 @ 4 avg.	22 1/2 @ 22 1/2
Rib Bacon, wide, 8 @ 12, strip, 4 @ 6 avg.	15 1/2 @ 15 1/2
Dried Beef Sets	28 1/2 @ 28 1/2
Dried Beef Insides	30 1/2 @ 30 1/2
Dried Beef Knuckles	28 @ 28
Dried Beef Outsides	27 1/2 @ 27 1/2
Regular Boiled Hams	28 1/2 @ 28 1/2
Smoked Boiled Hams	29 1/2 @ 29 1/2
Boiled Calas	22 1/2 @ 22 1/2
Cooked Loin Rolls	30 @ 30
Cooked Rolled Shoulder	22 1/2 @ 22 1/2

## SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	21 @ 21
Export Rounds	30 @ 30
Middles, per set	70 @ 70
Beef bungs, per piece	24 @ 24
Beef casings, medium	7 @ 7
Beef bladders, medium	55 @ 55
Beef bladders, small, per doz.	80 @ 80
Hog casings, free of salt	70 @ 70
Hog middles, per set	10 @ 10
Hog bungs, export	19 @ 19
Hog bungs, large, mediums	10 @ 10
Hog bungs, prime	7 @ 7
Hog bungs, narrow	4 @ 4
Imported wide sheep casings	1.20 @ 1.20
Imported medium wide sheep casings	1.00 @ 1.00
Hog stomachs, per piece	4 @ 4

## FERTILIZERS.

Dried blood, per unit	3.15 @ 3.20
Hoof meal, per unit	2.75 @ 2.80
Concentrated tankage	2.80 @ 2.85
Ground tankage, 12%	2.97 1/2 @ 2.97 1/2 and 10c.
Ground tankage, 11%	2.85 @ 2.85 and 10c.
Ground tankage, 8 and 25%	2.85 @ 2.85 and 10c.
Crushed tankage, 9 and 20%	2.70 @ 2.70 and 10c.
Ground tankage, 6 1/2 and 30%	23.00 @ 24.00
Ground rawbone, per ton	25.00 @ 27.00
Ground steam bone, per ton	21.00 @ 22.00
Unground tankage, per ton less than ground	50c. @ 50c.

## HORNS, HOOF AND BONES.

Horns, No. 1, 65 @ 70 lbs., aver.	240.00 @ 260.00
Hoofs, black, per ton	28.00 @ 27.00
Hoofs, striped, per ton	35.00 @ 40.00
Hoofs, white, per ton	45.00 @ 70.00
Flat shin bones, 40 lbs. ave., per ton	70.00 @ 75.00
Round shin bones, 35-40 lbs. av., per ton	75.00 @ 80.00
Round shin bones, 50-52 lbs. av., per ton	80.00 @ 90.00
Round thigh bones, 90-95 lbs. av., per ton	85.00 @ 95.00
Skulls, jaws and knuckles, per ton	28.00 @ 30.00

## LARD.

Prime steam, each	10.07 @ 10.07
Prime steam, loose	9.87 1/2 @ 9.87 1/2
Leaf	10 1/2 @ 10 1/2
Compound	8 1/2 @ 9
Neutral lard	11 1/2 @ 11 1/2

## STEARINES.

Prime oleo	9 1/4 @ 9 1/2
Oleo, No. 2	7 1/4 @ 7 1/2
Mutton	7 1/2 @ 7 1/2
Tallow	7 @ 7 1/4
Grease, yellow	5 1/2 @ 5 1/2
Grease, A white	6 1/2 @ 6 1/2

## OILS.

Lard oil, winter strained, tierces	69 @ 71
Extra lard oil	68 @ 70
Extra No. 1 lard oil	58 @ 60
No. 1 lard oil	50 @ 52
No. 2 lard oil	48 @ 50
oleo oil, extra	9 1/4 @ 9 1/2
oleo oil, No. 2	8 1/2 @ 8 1/2
oleo stock	8 1/2 @ 8 1/2
Neatsfoot oil, pure, bbls.	60 @ 60
Acidless tallow oils, bbls.	60 @ 62
Corn oil, loose	54 @ 54.40
Horse oil	6 1/2 @ 6 1/2

## TALLOW.

Edible	7 @ 7 1/4
Prime city	7 @ 7 1/4
No. 1 Country	6 1/2 @ 6 1/2
Packers' Prime	6 1/2 @ 6 1/2
Packers' No. 1	6 1/4 @ 6 1/2
Packers' No. 2	4 1/2 @ 5
Renderers' No. 1	6 @ 6 1/4

## GREASES.

White, choice	6 1/2 @ 6 1/2
White, "A"	6 1/2 @ 6 1/2
White, "B"	5 1/2 @ 6 1/2
Pone	5 1/2 @ 5 1/2
Crackling	5 1/2 @ 5 1/2
House	4 1/2 @ 5
Yellow	5 1/2 @ 5 1/2
Brown	4 1/2 @ 5
Glue stock	5 1/2 @ 5 1/2
Garbage grease	4 @ 4 1/2
Glycerine, C. P.	19 1/2 @ 19 1/2
Glycerine, dynamite	18 1/2 @ 18 1/2
Glycerine, crude soap	12 1/2 @ 12 1/2
Glycerine, candle	14 @ 14 1/2

## COTTONSEED OILS.

P. S. Y., loose	47 @ 48
P. S. Y., soap grade	46 @ 46 1/2
Sosp stock, fbls., concn., 62 @ 65% f. a.	2.30 @ 2.40
Sosp stock, loose, reg., 50% r. f. a.	1.00 @ 1.10

## COOPERAGE.

Ash pork barrels	75 @ 77
Oak pork barrels	80 @ 82
Lard tierces	1.02 1/2 @ 1.05

## CURING MATERIALS.

Refined saltpetre	4 1/2 @ 5 1/2
Borate acid, crystal to powdered	7 @ 8
Borax	8 1/2 @ 4 1/2
Sugar—	
White, clarified	4 @ 4 1/2
Plantation, granulated	4 @ 5
Yellow, clarified	4 @ 4 1/2
Salt—	
Ashton, in bags, 224 lbs.	22.25 @ 22.25
Ashton, car lots	2.00 @ 2.00
English packing, in bags, 224 lbs.	1.45 @ 1.45
English packing, car lots	1.25 @ 1.25
Michigan, granulated, car lots, per ton	3.25 @ 3.25
Michigan, medium, car lots, per ton	3.75 @ 3.75
Casing salt, bbls., 280 lbs., 2x @ 3x	1.40 @ 1.40

## LIVE STOCK MARKETS

### CHICAGO

(Special Letter to The National Provisioner from The National Live Stock Commission Co.)

Union Stock Yards, Chicago, Aug. 20, 1914.

On Monday prime cattle sold up to \$10.60 per cwt., and everything above \$9.50 met with ready outlet at steady to strong prices, but under \$9.50 it was a 10@15c. lower market because of the liberal run of 21,203 cattle, which, while including 4,000 westerns, nevertheless was a decidedly heavier run of natives than we have been getting recently, and to the big recent upturn in the cattle trade can be attributed the expansion in the receipts. Tuesday's run of 5,485 cattle included a light percentage of "rangers" and a heavier supply of native steers than on Tuesdays for some time past. The trade showed a firm tone to the choice grades, but on the rank and file of the offerings it was a slow dull market with a lower tendency because of expected heavy mid-week receipts. Wednesday's run of 18,000 cattle included 2,000 westerns and the three days' receipts totaled 45,000 head as compared with 30,700 for the same period a week ago. The good to choice cattle ruled fully steady, while other kinds, selling under 9.25, were off about a dime. Considering the big increase in the receipts this week, we are having a very satisfactory market and evidence of a fairly broad demand for beef is not lacking. Occasional liberal runs and temporary setbacks in the trade, such as we are having this week, can be expected, and while at the present time Argentina competition on the medium and low priced cattle has been eliminated because of the risk, as most of it is transported in English owned boats, still that class will be influenced more or less by receipts of western rangers during the next sixty days; but, unless some unforeseen depressing influence develops, it now looks as if declines in the market on the good to choice beefs will be short-lived, quickly recovered, and that "top notchers" will gradually work higher.

The lower priced cattle, canners and cutters, in fact anything under \$5 per cwt., are meeting with an exceptionally broad demand and selling fully steady, which in a large measure can be attributed to the expected European demand for canned beef. There is also a strong and urgent demand for everything in the way of feeding cows and heifers and they are selling fully steady. While a few of the choice to prime yearling heifers are holding up well in price, everything else in the she-stuff line has receded 25@35c. from the lofty level of last week's prices, most of the decline being noticeable on the medium kinds of heifers and cows. The bull trade has also relinquished quite a slice of its recent advance, in fact almost everything in the bull line, especially bologna grades, shows fully 25c. loss as compared with prices current one week ago. The setback in the butcher-stuff trade is largely the result of increased receipts and a lower tendency in sympathy with the decline in the steer market.

After the "squall" and fright that seemed to have over-taken the hog market, causing a break here of 50c. per cwt. the last few days, the natural result to be expected was

brought about—that is the material lightening up of receipts. Wednesday we had a meagre run of only 15,000 fresh arrivals on the market, quite a number of eastern shipping orders in the trade, and prices ruled a quarter higher, with the bulk of the choice light and butcher grades selling in a range of \$9.30@9.40, top \$9.45; choice mixed and prime heavy butchers \$9.15@9.30; plain mixed and heavyweight packing grades, \$8.90@9.05. Existing conditions bring about very unsatisfactory markets and it is hard to accurately predict the course of the trade from one week to the other, but we are of the opinion that for the next six weeks to two months the supply of hogs will be below normal, and on the breaks hogs will stand buying, but believe it advisable not to follow the strong upturns which we will see from time to time, as think every sharp advance will be followed by some reaction.

The trade in sheep and lambs is holding firm, considering the radical fluctuation in the other branches of the trade. Receipts have been fairly liberal, so far as the slaughtering grades are concerned, since the opening of the week, but feeding stock of all kinds is scarcer than during any recent year. Numerous inquiries are coming in for feeders of all kinds, despite the fact that the prolonged drouth throughout most sections has cut down feed supplies. It is a hard matter to judge intelligently as to what the outcome of this feeding proposition may be, but more than likely receipts will contain a larger proportion of medium-fleshed stock after the first of the coming month.

We quote: Natives—Good to choice lambs, \$8.15@8.35; Poor to medium, \$7.50@8; Culls, \$5.50@6.50; Fat yearlings, \$6.50@6.85; Good to choice wethers, \$6@6.25; Fair to best ewes, \$5.50@5.75; Poor to medium, \$4.75@5.25; Culls, \$3@4; Bucks, \$4@4.25; Goats, \$4.25@4.50. Westerns—Good to choice lambs, \$8.25@8.50; Fat yearlings, \$6.40@6.75; Good to choice wethers, \$5.90@6.15; Fat ewes, \$5.65@5.85; Feeding lambs, \$7.25@7.50; Feeding yearlings, \$5.75@6.25; Feeding wethers, \$5@5.25; Feeding ewes, \$4@4.50; Yearling breeding ewes, \$6.25@6.75.

### KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, August 18.—

There was a good cattle market today. The 15,000 head that arrived sold at prices that averaged steady with yesterday, and there was a place for everything. Receipts Monday were 19,000 head. Killers bought prime heavy steers stronger today, and a new high price for the year, \$10.50, was recorded. Two loads of Herefords, fed in Missouri, weighing 1,321 lbs. average, brought that price. These cattle were prize yearlings at the American Royal Show last October, and had kept true to form since then. Killers need material, and took everything available today. Westerns closed steady, after an attempt to get them lower. Kansas grass steers held over from yesterday sold at yesterday's offer, and a better fill was secured today. Kansas and Missouri grass steers sold at \$7.75@9. No fancy Kansas "flint hill" cattle were here. Quarantine arrivals were 80 cars, composed of medium Oklahoma cattle, highly mixed.

steer sales ranging from \$5.50@7.50; cows, \$5.25@6. Iowa and Illinois buyers are taking fleshy feeders at \$7.75@8.35, prices about half a dollar higher than a year ago, but which look reasonable, considering the high prices fat cattle now bring. Stockers are in a weak place in the market today; sales a dime lower, largely at \$6.65@7.35; odd head of common steers down to \$6.

Hogs opened lower today, but good orders from outside buyers put spirit into the market and competition developed into fierce rivalry at the close, which was 10c. higher in some cases. Top was \$9.25, 5c. above yesterday; bulk of sales, \$9@9.20. Chicago was again lower than Kansas City, which makes a solid week during which prices here have ranged from 10@20c. above that market every day. Prices here are also above other river markets, and the premium in effect above other points is attracting increased receipts; 9,000 head here today. Serum makers pay 10@25c. above the general market for immune hogs, properly certified as such.

Sheep and lambs sold steady today; receipts, 5,500 head. Best Western lambs brought \$8.25, 71 lbs. average, and second-grade Westerns brought \$8; medium natives at the same price. Wethers are worth \$5.50@6; ewes, \$5@5.50. Packers are taking droves practically straight, which makes only a few feeding lambs available so far, though more will be here after this week. Good feeding lambs will sell around \$7.

### ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., August 19.

Cattle receipts for the week ending today amounted to 29,950, which included 8,300 on the Quarantine side of the market. Generous receipts marked the cattle run for the entire week. Native beef steers were of generally good quality, in fact there were numerous offerings of choice kinds. The top for the week was made today when a load of strictly prime steers brought \$10.40. This is the high price for the year. There were numerous sales anywhere from \$9.25@10.15. Medium grades sold from \$8@9. Heifers are about 15 to 25c. lower for the week. Steers and heifers topped at \$9.65. Quality was not as good as the previous week. The bulk went from \$7.75@9.25. Cows enjoyed a good steady market the entire week. Best offerings topped at 8c. Veal calves of good quality sold mainly at \$11. Practically all the offerings on the Quarantine side were from Oklahoma. The top for the week on this kind was \$7.70, with the bulk from \$5.75@7.60.

Receipts of hogs amounted to 37,072 head. The week's trade in hogs has been marked by considerable fluctuation in prices. At the first of the week the market strengthened over last week's close and the top of the market at the earlier part of the week was \$9.75, made on Friday. Saturday a considerable decline was made with best hogs at \$9.55. The market continued to decline until yesterday when the top was \$9.35. Today, however, the hog market is fully 20c. higher than yesterday with the top back at \$9.55, and the bulk at \$9.30@9.45.

Seventeen thousand nine hundred and ninety sheep were received for the week ending today. Mutton sheep for the week remain fully steady, most of the good offerings going to scale at \$5.25. Lambs show considerable decline. Best offerings last week brought \$8.65 from the killers. Later in the week city butchers were giving \$8.25 for the best offerings, but the packers were paying not more than 8c. for the same kind.

### NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO AUGUST 17, 1914.

	Beefers.	Calves.	Sheep and lambs.	Hogs.
New York .....	2,474	5,295	1,313	5,209
Jersey City .....	5,240	2,769	42,857	14,386
Central Union .....	2,320	578	20,540	—
Lehigh Valley .....	1,688	338	4,881	—
Scattering .....	—	125	—	4,000
Totals .....	11,738	9,105	69,591	23,595
Totals last week .....	9,191	8,137	33,901	22,883

# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, August 21.—Market steady. Western steam, \$10.65; Middle West, \$10.30 @10.40; city steam, 10@10½c. nom.; refined Continent, \$11; South American, \$11.50; Brazil, kegs, \$12.50; compound, 8¼@8½c. nom.

### Marseilles Oils.

Marseilles, August 21.—Business was suspended because of the war situation.

### Liverpool Produce Market.

Liverpool, August 21.—(By Cable).—Beef, extra India mess, —; pork, prime mess, —; shoulders, square, 72s.; New York, 70s.; picnic, 69s.; hams, long, 78s.; American cut, 74s. Bacon, Cumberland cut, 72s.; long clear, 78s.; short backs, 70s.; bellies, clear, 78s. Lard, spot prime, 56s. American refined contract September, 55s.; 28-lb. boxes, 57s. Lard (Hamburg), nominal. Tallow, prime city, 30s. 6d.; choice, 33s. 6d. Cheese, Canadian finest white, new, 69s. Tallow, Australian (at London), —.

## FRIDAY'S CLOSINGS.

### Provisions.

The market was quiet and a little easier. Demand for product was reported moderate.

### Stearine.

The market is quiet, with values rather irregular. Oleo was quoted at 9½@9¾c.

### Tallow.

Tallow shows a firm tone, but demand is quiet, and sales are light. City is quoted at 5½c. and specials at 6¼c.

### Cottonseed Oil.

The market was firmer with light offerings. Reports of better demand for cash product had some effect on values.

Market closed unchanged to 3 advance. Sales, 3,000 bbls. Spot oil, \$6.61@6.70. Crude, Southeast, \$5.47 bid. Closing quotations on futures: August, \$6.62@6.64; September, \$6.58@6.59; October, \$6.44@6.45; November, \$6.35@6.38; December, \$6.36@6.40; January, \$6.39@6.40; February, \$6.41@6.45; March, \$6.47@6.50; good off oil, \$6.25@6.62; off oil, \$6.15@6.60; red off oil, \$6@6.60; winter oil, \$6.50 bid; summer white oil, \$6.50 bid.

## FRIDAY'S LIVESTOCK MARKETS.

Chicago, August 21.—Hog market slow and 10c. lower. Bulk of prices, \$8.90@9.25; mixed, \$8.65@9.40; heavy, \$8.50@9.25; rough heavy, \$8.30@8.65; Yorkers, \$9.25@9.35; pigs, \$7@8.75; cattle, dull and weak; beefs, \$6.75@10.60; cows and heifers, \$3.60@9.20; Texas steers, \$6.30@7.60; stockers and feeders, \$5.40@8.10; Western, \$9.25@9.40. Sheep market slow and steady; native, \$5.10@6.05; Western, \$5.40@6.10; yearling, \$6@7; lambs, \$6.50@8.50; Western, \$6.80@8.50.

Sioux City, August 21.—Hogs lower, at \$8.65@8.90.

St. Louis, August 21.—Hogs lower, at \$9.10@9.40.

Buffalo, August 21.—Hogs strong; on sale, 5,600, at \$9.60@9.75.

Kansas City, August 21.—Hogs lower, at \$8.95@9.30.

South Omaha, August 21.—Hogs lower, at \$8.60@9.

St. Joseph, August 21.—Hogs slow, at \$9.10@9.30.

Louisville, August 21.—Hogs steady, at \$9@9.25.

Indianapolis, August 21.—Hogs lower, at \$9.20@9.35.

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending August 15, 1914:

### CATTLE.

Chicago	26,043
Kansas City	22,477
Omaha	7,431
St. Joseph	4,548
Cudahy	601
Sioux City	1,007
South St. Paul	2,944
New York and Jersey City	11,738
Fort Worth	5,619
Philadelphia	2,928
Pittsburgh	1,431
Denver	880
Oklahoma City	3,294
Cincinnati	2,510

### HOGS.

Chicago	88,622
Kansas City	23,746
Omaha	26,460
St. Joseph	18,907
Cudahy	3,499
Sioux City	17,422
Ottumwa	6,000
Cedar Rapids	3,764
South St. Paul	8,412
New York and Jersey City	23,593
Fort Worth	1,920
Philadelphia	6,641
Pittsburgh	6,136
Denver	1,771
Oklahoma City	1,990
Cincinnati	7,604

### SHEEP.

Chicago	99,818
Kansas City	20,438
Omaha	43,952
St. Joseph	6,157
Cudahy	482
Sioux City	3,585
South St. Paul	3,103
New York and Jersey City	69,591
Fort Worth	953
Philadelphia	14,772
Pittsburgh	4,592
Denver	482
Oklahoma City	638

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, August 15, 1914, are reported as follows:

### Chicago.\*

	Cattle.	Hogs.	Sheep.
S. & S. Co.	2,943	7,500	11,845
Armour & Co.	4,768	15,900	20,703
Swift & Co.	5,591	12,100	34,507
Morris & Co.	2,796	7,100	10,585
G. H. Hammond Co.	1,370	6,700	...
Libby, McNeill & Libby...	667	...	...

Total (complete) 25,931 87,753 98,532  
Western Packing & Provision Co., 5,500 hogs; Anglo-American Provision Co., 5,000 hogs; Independent Packing Co., 6,800 hogs; Boyd, Lunham & Co., 4,700 hogs; Roberts & Oake, 2,600 hogs; Brennan Packing Co., 4,700 hogs; Miller & Hart, 2,700 hogs; others, 6,600 hogs.

### Kansas City.

	Cattle.	Hogs.	Sheep.
Armour & Co.	4,658	3,968	2,137
Fowler Packing Co.	476	...	689
S. & S. Co.	2,777	4,039	2,922
Swift & Co.	5,352	3,593	5,304
Cudahy Packing Co.	4,738	2,824	2,983
Morris & Co.	3,656	2,800	2,008
Blount	45	1,250	...
M. Rice	168	114	...

B. Bailling, 104 cattle; Dold Packing Co., 744 hogs; Heil Packing Co., 248 hogs; Independent Packing Co., 791 cattle; S. Kraus, 391 cattle; L. Levy, 64 cattle; I. Meyer, 704 cattle; John Morrell & Co., 146 cattle; Schwartz, Bolen & Co., 899 hogs; Wolf Packing Co., 123 cattle.

### St. Louis.

	Cattle.	Hogs.	Sheep.
Morris & Co.	3,148	8,256	2,844
Swift & Co.	4,786	7,716	5,277
Armour & Co.	3,779	8,389	3,973
St. Louis Dressed Beef Co.	289	...	...
Independent Packing Co.	1,135	...	163
East Side Packing Co.	257	2,215	...
J. H. Belz Provision Co.	20	823	...
Heil Packing Co.	...	732	...
Krey Packing Co.	42	2,415	...
Carondelet Packing Co.	68	294	...
Sartorius Provision Co.	13	438	...
Others	2,043	15,906	2,166

### St. Joseph.\*

	Cattle.	Hogs.	Sheep.
Swift & Co.	1,850	9,197	3,072
G. H. Hammond Co.	1,275	3,698	2,004
Morris & Co.	1,073	4,856	952
United Dressed Beef Co.	87	...	...
Others	...	1,654	...

### Sioux City.

	Cattle.	Hogs.	Sheep.
Cudahy Packing Co.	511	8,517	...
Armour & Co.	322	8,500	...
Swift & Co.	...	...	...
B. H. Hammond Co.	121	...	...
Packing Co., 3,200 hogs; J. L. Brennan & Co., 33 cattle; Dubuque Packing Co., 124 hogs; Roth Pack-	...	...	...

ing Co., 216 hogs; Statter & Co., 49 cattle; Jacob E. Becker & Sons, 233 hogs; Parker, Webb & Co., 780 hogs; Layton Co., 718 hogs; Sacks Dressed Beef Co., 36 cattle; Cudahy Bros., 719 hogs; others, 2,739 cattle.

\*Incomplete.

## RECEIPTS AT CENTERS

SATURDAY, AUGUST 15, 1914.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	7,000	2,000
Kansas City	200	500	...
Omaha	100	8,000	100
St. Louis	3,400	3,000	200
St. Joseph	100	3,000	...
Sioux City	800	5,000	...
St. Paul	900	700	200
Oklahoma City	25	50	...
Fort Worth	100	25	...
Milwaukee	...	1,205	...
Denver	100	100	500
Louisville	50	953	432
Detroit	...	125	...
Wichita	...	592	...
Indianapolis	200	2,000	...
Pittsburgh	...	4,500	1,000
Buffalo	800	7,200	1,400
Cleveland	40	2,000	400
New York	350	1,273	3,507

MONDAY, AUGUST 17, 1914.

	Cattle.	Hogs.	Sheep.
Chicago	20,000	30,000	30,000
Kansas City	17,000	7,000	5,000
Omaha	7,800	5,000	2,500
St. Louis	8,500	9,000	5,000
St. Joseph	2,500	3,000	...
Sioux City	1,500	2,000	2,000
St. Paul	2,500	3,000	1,400
Oklahoma City	600	300	...
Fort Worth	1,600	500	300
Milwaukee	...	430	...
Denver	1,000	600	300
Toledo	...	500	...
Louisville	1,400	3,000	2,646
Wichita	...	100	...
Indianapolis	950	3,000	...
Pittsburgh	2,400	10,000	14,000
Cincinnati	2,300	3,105	3,000
Buffalo	5,700	14,500	7,600
Cleveland	600	2,000	5,000
New York	4,085	9,153	21,700

TUESDAY, AUGUST 18, 1914.

	Cattle.	Hogs.	Sheep.
Chicago	5,000	14,000	22,000
Kansas City	16,000	9,000	5,000
Omaha	4,400	8,000	24,000
St. Louis	1,900	7,300	4,700
St. Joseph	2,200	6,000	6,100
Sioux City	900	3,000	1,000
St. Paul	1,400	4,000	600
Oklahoma City	700	100	100
Fort Worth	2,200	100	1,800
Milwaukee	...	1,273	...
Denver	600	1,400	1,200
Toledo	...	300	...
Louisville	100	221	549
Wichita	...	1,158	...
Indianapolis	1,100	4,000	...
Pittsburgh	...	4,500	1,500
Cincinnati	300	2,558	2,500
Buffalo	900	5,000	2,000
Boston	2,575	13,407	12,179
Cleveland	160	1,000	1,000
New York	2,691	5,738	6,710

WEDNESDAY, AUGUST 19, 1914.

	Cattle.	Hogs.	Sheep.
Chicago	19,000	14,000	15,000
Kansas City	7,000	4,000	2,300
Omaha	2,500	6,000	19,000
St. Louis	5,800	7,700	4,600
St. Joseph	1,700	3,000	3,200
Sioux City	1,000	4,000	900
St. Paul	1,000	4,000	600
Oklahoma City	700	600	...
Fort Worth	3,100	1,000	500
Milwaukee	25	5,441	...
Denver	100	200	...
Louisville	...	1,405	1,892
Detroit	...	1,290	...
Wichita	...	1,074	...
Indianapolis	1,100	3,000	...
Pittsburgh	...	4,000	1,000
Cincinnati	600	2,101	2,600
Buffalo	750	6,500	3,000
Cleveland	100	1,000	1,000
New York	1,351	8,830	8,788

THURSDAY, AUGUST 20, 1914.

	Cattle.	Hogs.	Sheep.
Chicago	3,500	14,000	8,000
Kansas City	3,000	4,500	2,000
Omaha	1,800	7,500	11,700
St. Louis	3,600	5,500	2,400
St. Joseph	1,700	5,200	3,000
Sioux City	500	6,000	1,400
St. Paul	...	2,600	...
Oklahoma City	300	800	...
Fort Worth	2,600	400	300
Milwaukee	...	368	...
Louisville	...	593	718
Detroit	...	750	...
Wichita	...	657	...
Indianapolis	...	2,000	...
Cincinnati	...	1,700	...
Buffalo	1,100	4,200	2,800
Cleveland	...	2,600	...
New York	1,280	1,071	4,231

FRIDAY, AUGUST 21, 1914.

	Cattle.	Hogs.	Sheep.
Chicago	1,500	15,000	12,000
Kansas City	400	2,500	2,000
Omaha	700	8,500	5,000
St. Louis	1,200	3,500	800
St. Joseph	300	6,300	4,000
Sioux City	300	700	600
St. Paul	950	4,600	600
Oklahoma City	300	700	...



# Retail Section

## PRACTICAL TALKS WITH SHOP BUTCHERS

### Objections to Carrying Canned Meats Are Answered

By a Veteran Retailer.

(Concluded from last week.)

Isn't it rather odd that the grocer does not fear a falling out with the butcher? He laughs in his sleeve and goes on the even tenor of his way.

The man who says, "I wouldn't be bothered with 'em, because there's no profit," probably never sold a can of goods in his life, so how can he know anything about the profit or loss? He's just lazy, and satisfied to make a bare living from hand to mouth. Energy and ambition are sadly lacking there.

The next gent, who says his journeymen are not grocery clerks, has expressed sentiments that will some day put him in line as a candidate for a job in a grocery store. He needs two guardians, a bib and a rattle. His consideration for his help is indeed commendable and worthy of a better cause. It might ruffle their feathers were his clerks compelled to sell a customer ten, twenty or thirty cents' worth of clean canned goods that require no effort, where they would take it as a matter of course if they were told to climb into a corned beef tank and scrub out the accumulated slime.

The next one says, "My customers come here to buy meat, not canned goods." Very true. How can they buy what he does not have to sell? They go to the grocer to buy groceries, and at the same time buy meat in cans, because the grocer is wise enough to keep a stock of that kind of goods on hand, so when a call does come for it, he's Johnny on the job.

And the last gentleman says he used to handle them, but threw them out. Why did he throw them out? That's not hard to answer. He probably bought a few dollars' worth of goods a year or two previously as an experiment, dumped them into his window or on his back counter haphazard, sold a can here and there, and allowed them to get greasy, bloodstained and fly specked, until finally he got sore every time he looked at them.

Suppose, instead, he had kept them bright and attractive looking, showed them to his customers, and reminded them regularly that he had a nice line of goods. And he might have had the bookkeeper in her spare moments write out a list of them to distribute to the trade, instead of which she usually knits doilies on a rainy afternoon.

In every shop, no matter how small, and in every shop, no matter how large and busy, there is room and time to handle canned goods—not the four or five kinds of canned meats of ten years ago, but a full line of modern goods. The butcher who has not kept himself well informed on this subject will be amazed to learn the enormously rapid strides that have been made in this branch of the business that is almost entirely monopolized by his keenest competitor, the grocer.

Many butchers would laugh if told that

their neighbor, the grocer, was a competitor, but he is, and a very wide-awake one, too. He's selling meat right under Mr. Butcher's nose year in and year out, and Mr. Butcher doesn't even know it.

It is to laugh (that is, for the grocer) when his neighbor's customer comes direct from a meat shop and buys a jar of pickled lambs' tongues for a late supper, or a can of potted ham or a jar of dried beef, or some other meat in tin or glass, on which there is a few pennies profit—as much profit in a dozen such sales as there is on a 225-pound barrel of fowl that cost 18 cents a pound. And add to that the cost of hauling, the cost of icing, the cost of handling, the cost of shrinkage, the cost of losing perhaps two or three in the bone barrel; while Mr. Grocer has his goods sent to his door in nice boxes, which he afterwards uses for delivering orders, so saving the price of a basket (for which the butcher pays a dollar). Not speaking of those orders that are charged and the accounts partly or never paid. Indeed, it is "to laugh."

The following list names just a few of the good things put up in cans, cooked by experts, in absolutely clean receptacles in sanitary kitchens where sunlight and air predominate and where all the materials and supplies are of the very finest and best that can be bought and sold at a remarkably low figure by the case, allowing a good, fair margin of profit, and no expense or trouble to handle and gradually increasing the volume of business done in the shop handling this extremely profitable line of goods:

Bacon in glass or tin, boiled beef, roast beef, beef extract, cottage beef, sliced dried beef in glass or tin, beef loaf, chipped beef, glass or tin, corned beef, beef steak and onions, brawn, English style, brisket beef.

Boneless chicken, chicken loaf, chicken tamale, chop suey, corned beef hash, cottage loaf, deviled ham.

Frankfurter sausage, Hamburger steak with onions, ham loaf, hash, Irish stew, liver and bacon, minced meat, both condensed and in bulk.

Ox tails in jelly, pig's feet, whole or boneless, pork and beans, pork sausage meat.

Potted chicken, potted ham, potted meat, ham and tongue flavor, roast beef hash, roast mutton, roast veal, sausage, Oxford, Vienna, German style and sliced, sauerkraut and sausage, sausage meat, new England clubhouse style.

All the different kinds of soups, steak minced, stewed kidneys, tamales, all styles, pickled lambs' tongues in glass or tin, lunch tongues, ox tongues in glass or tin, honey comb tripe, with or without onion sauce, veal loaf.

Surely this is variety enough so that every butcher can at least carry some in stock. And the above are not half the goods that

are put up in tin or glass. Every imaginable kind of fruit and vegetable is put up in the same careful way.

And in addition to this there is always room on a bench or back counter to pile up a few different kinds of these goods flanked by a few dozen eggs put up in cartons, and prints of butter, which in every clean, well-equipped shop sell at sight and enhance the attractiveness of the shop. And add to this well polished windows, clean sawdust, clean aprons on both employer and employees, a pleasant demeanor, a cheery good morning, quality meats, prompt service and system, and if business does not boom and the profits don't accumulate, then there's something wrong, and an efficiency expert should be called in immediately! L. A.

### LOCAL AND PERSONAL.

I. G. Marshall's meat market at Rutland, Vt., has been purchased by Frank Blake and Ben Sherwin.

A. H. Lister, who has been in the meat business for the past eighteen years at Perryville, Conn., will retire.

Levi A. Kistler has purchased the meat market at Eighth and Liberty streets, Allentown, Pa., which was formerly owned by John S. Apple. He was a member of the firm of Kistler & Eichelberger.

Wilbur M. Frantz has opened a meat market in Lancaster, Pa., as successor to Wm. Fuhrman. Mr. Frantz was formerly with Swift & Company.

A movement to start a meat market in one of the vacated saloon buildings in East Moline, Ill., is headed by Ted Bjork, a former saloon keeper.

H. K. Quackenbush's cold storage market at the corner of Main and State streets, Helena, Mont., was opened last week.

Clyde Simmons has bought out A. G. Perry's meat market in the Larrabee building, Kingsfield, Me.

J. D. Kennedy's interest in the new meat market at Sorrento, Fla., has been purchased by J. H. Gibbon, making him sole proprietor.

The meat market of Earl Maine, Nodaway, Iowa, was destroyed by fire.

Ed. Cowell has purchased the meat market of Harry Travis at Redfield, Iowa.

Snyder & Foster have sold their meat market at Whitten, Iowa, to Roy Faught.

The Bennett butcher shop at East Helena, Mont., was completely destroyed by fire with a loss of about \$6,000.

Thomas Hall has purchased the Ho Meat Market at Ilo, Ida., and placed David Walgamott in charge.

L. A. Dasher has purchased the Addis meat market at Minden, Neb.

H. Peterson, of Boelus, Neb., has sold out his butcher shop to L. Hedglin.

R. E. Thiem is to conduct a small packing plant at Norfolk, Neb., selling to surrounding points.

E. Anderson has engaged in the meat business at Mason City, Neb.

A. Livermout has purchased a meat market at Cody, Neb.

P. F. Carroll has purchased the meat market of J. W. Orr at Linch, Neb.

The butcher shop of Isaac & Company at Aurora, Neb., has been completely destroyed by fire.

Chas. Burkle, who recently discontinued his meat market here, is now with Linderink & Burkle at 431 Michigan avenue, Grand Rapids, Mich.

S. Platt has purchased the meat and grocery business of A. Allen at 2216 Central avenue, Los Angeles, Cal.

E. H. Stanton, of Spokane, Wash., is opening a meat market at Pullman, Wash., with P. C. Hamilton in charge.

Chris Pein has purchased an interest in the City Meat Market at Okanogan, Wash., from R. G. Bernard.

Rudolph Beck is opening the Port Angeles Meat & Sausage Market at Port Angeles, Wash.

Ed. Towles has sold his meat market at Mackinaw, Ill., to Frank F. Smith.

Lewis & Stamp have opened a meat market and poultry stand at 640 Braddock avenue, corner of Seventh street, Braddock, Pa.

### THE FIRST TRADING.

This is an age of marvelous merchandising methods. Our manufacturers, wholesalers and retailers have developed the spirit of barter and trade to an extraordinary efficiency. To understand this development in its broadest sense, however, it is necessary to look over the heads of these factors in the economic scheme and down dim vistas to another picture that takes shape at an earlier dawn—the dawn of the age of barter.

In that early dawn were the man with the ox and the man with the corn, separated by wide stretches of unpopulated and uncultivated land; for this was in the days when the earth was not crowded and when a man took unto himself a little acre for the feeding of himself and his own. And unto each his own acre was sufficient, so that the products of the land were not traded and bartered about, for the producer and the consumer were one, and each man was sufficient unto himself.

Then came a day when the man with the ox desired an extra supply of corn. Had his own crop failed, or had he misjudged the eating proclivities of his cattle—his oxen? It is too late to inquire now into the reason for his scarcity of corn, but looking back to that dawn the Man with the Ox is seen setting out from home one morning, leading his ox, and headed across those wide stretches in the direction of the acre where lived the Man with the Corn.

#### The First Trade.

It was no small matter, a tramp—of how many miles—across those wasted solitudes, with never a human face to see and never a human voice to greet the traveler on the way. It is easy to believe that the low thatch and the waving blades of his "neighbor" were a welcome vision when they hove into the sight, marking the end of his journey.

It is easy to believe, too, that the breast of the Man with the Corn was not altogether free of misgiving as he stood in the low doorway of his thatch, watching with shaded eyes the approach of that pair, the Man and the Ox. As the Man with the Ox drew nearer, the Man with the Corn went forward to meet him, thinking, no doubt, that an encounter of such uncertain possibilities had best take place a little distance from the walls that held the woman and the child.

In the sign language of those days the Man with the Ox made known to the Man with the Corn his needs and his desires. He is in need of corn, and this ox that he has brought he is willing to be without, if only he can get the corn. Has his neighbor any use for an ox? Then, perhaps he would spare him a trifling lot of corn in return for the ox? There is a nod of the head and the Man with the Corn turns back to his supply thatch and returns with a quantity of corn.

The two figures meet again and the exchange is made, with none to witness and with no more to do.

Thus, in those silent solitudes, the first trade was made.

#### The First Medium of Exchange.

Such is the picture at the far end of the vista, as one sees it, looking over the shoulders of the traders of today.

And just a trifle nearer—but still very, very far away—is another picture, and the figures in this are the same. The Man with the Ox and the Man with the Corn.

The Man with the Ox is again in need of corn, but he is not certain that he will be so fortunate this time in his dealings with his neighbor. It might be that he will find it necessary to take more than one journey, going first to this neighbor and then to that—all of them separated by those same tiresome distances. And leading the ox over those weary stretches was a burden.

Wouldn't it be simpler to take along a more portable object—something that would stand for the ox, something that would actually mean "an ox" to the person traded with? Thus he decided to cut a circle from a hide, and thereon he made a rough drawing of an ox, and he labeled it (for a language had grown up in these latter days)—and he labeled it "Pecus," which means "ox." And with this circle he set out on his journey to buy corn, showing his neighbors this circle, giving them to understand that it was a sign and symbol and a promise. For corn, he would give them this circle, which was his promise to deliver to the holder an ox.

Thus the second picture of the Man with the Ox, purchasing corn and giving in exchange a leather disk labeled "pecus." And thus an improvement, a simplification, was made in the matter of trading, and "pecunia," money, made its appearance as a medium of exchange.

#### Development of Merchandising.

Thus the Man with the Ox was able to buy corn, even though the Man with the Corn was not at once in need of an ox, for the leather disk, the "pecunia," could be traded off easily enough for something he did need.

With the appearance of "pecunia" or money, the medium of exchange, the pictures of the trade development change rapidly. There was specializing—one man in corn, another in oxen—another in oil; for each was sure of a trade, now that there was a medium of exchange. Picture follows picture with quick development: figures multiply; the professional trader appears, the "market place" is seen, and gradually the scene identifies itself with the farmer, the wholesaler, the retailer and the housekeeper that is of our day. The "middleman"—the wholesaler, commission merchant, retailer—entered the stage when distribution became a problem.—Interstate Grocer.

#### HAVE A DEFINITE POLICY.

Every new merchant starting in business should make it his aim to impress upon the buying public the fact that his store is to be run upon a definite policy. The exact nature of this policy he will have to determine in accordance with the particular sort of conditions of trade with which he has to deal, but no matter what it may be, every individual re-

tail business, to be successful, should have a definite policy and that policy should be constantly kept before the public's attention. A retail business conducted without a definite policy is like a ship without a compass, it is headed for nowhere in particular and is only drifting, and, like the drifting ship, the business that has no compass is apt to eventually drift upon the rocks.

Whatever the policy may be that the merchant adopts it should be an aggressive and progressive one. "Watchful waiting" may be a good policy to pursue in foreign diplomacy, but it has never yet proven successful in building up a mercantile business. There is room at the top for the watchful hustler, but the watchful waiter never arrives anywhere—he always stands still or goes backward. There are always too many watchful waiters in the retail business at best—those dealers who are contented to wait for business to come to them instead of going after the business themselves. As a rule, also, the watchfulness decreases as the waiting increases and they in time drift upon the rocks.

The corner-stone upon which the store policy should be built is square dealing in all that the term implies—a square deal for the customer and also a square deal for the merchant himself. A further feature of vital importance that should be incorporated in the store's policy is the making of a quality reputation. The dealer should keep this aim constantly before the public—that he proposes to win and hold a reputation for the quality of the goods that he sells, that he insists upon truthful statements regarding goods, by his employees. He will find that in this he has many advantages over the dealer who wants sales, no matter how obtained. The reputation for quality may not always be won quickly, but once acquired it has few equals as an asset.—The Trade Register.

#### STICK TO ADVERTISING.

Make an advertising appropriation and stick to it. Every article which leaves your shop must bring you its original cost, plus a percentage to cover the cost of doing business, plus another percentage of profit. Now, your cost of doing business must include rent and insurance and salesmen's wages, and light, heat and taxes, and interest on investment and advertising, and the score of incidentals that enter into the conduct of a retail shop. And these charges against every article are fixed, are staple. You meet them without question or quibble. If you had a bad day yesterday and your sales fell away below the normal average you don't say that you'll have to cut down clerk hire and suspend your best salesman until trade picks up; you don't say that you'll cut down your rent and move for a day or two to a side street; you don't say that you'll save the wear and tear on the sign over your door and take it down for a day or two; you don't say that you'll save taxes and rush up to the city officials and ask them to lay off the firemen and policemen and shut down the waterworks and turn off the electric lights until business picks up. Oh, no; you wouldn't think of that; and yet that's exactly what you do with your advertising!—Advertisers' Aid.

Bargains in equipment may be obtained by watching the "For Sale" department, page 48.

# New York Section

Swift & Company's sales of beef in New York City for the week ending August 15, averaged as follows: Domestic beef, 14.15 cents; Imported beef, 11.95 cents per pound.

It is reported that David Herzog, who has two shops, one on upper Broadway and the other on Amsterdam avenue, who was visiting his old home town in Germany, has been forcibly detained by the authorities and forced to the front to serve in his old regiment.

George Kirschbaum of Seventh avenue has not been heard of for a long time since he went abroad. His many friends feel a great deal of uneasiness as to his whereabouts. It is said there are very many other New York butchers who have been unfortunate enough to have sailed for Europe this year who are anxiously trying to return to their homes and business.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending Saturday, August 8, 1914, by the New York City Health Department: Meat.—Manhattan, 11,183 lbs.; Brooklyn, 26,975 lbs.; the Bronx, 202 lbs.; total, 38,385 lbs. Fish.—Manhattan, 28,744 lbs.; Brooklyn, 10 lbs.; total, 28,754 lbs. Poultry and game.—Manhattan, 3,425 lbs.

## INVESTIGATING LOCAL FOOD PRICES.

Spurred by newspaper stories of famine prices for meats and other foods and following the example set by Washington, Mayor Mitchell has instituted an investigation of conditions in this city. He first appointed a citizens' committee of a hundred or more to act with and advise him in relieving conditions if the city could legally act at all. The chairman of the committee is George W. Perkins. The committee met and discussed the situation and decided it needed more facts, so adjourned till these could be obtained. The committee named its own members as investigators and the Mayor ordered the police to assist. An order was issued to every precinct commander to require each patrolman to make a report on a printed form by a butcher and a grocer of prices charged on that date and same date a year ago. Another report is to be filled out by each policeman's family or landlady as to costs of provisions now and a year ago, and still another each policeman must get some friend to fill out for him. The reports were all required to be handed back by August 21. This was expected to give the mayor's committee information from some 30,000 people in detail and in form to be tabulated quickly. Pending these statistics the committee has listened to its members' reports which are to the effect that they find not only no evidence of any conspiracy but not even exorbitant advances in price. In fact no abnormal conditions were revealed at all.

At the Bureau of Weights and Measures it was said that the inspectors of that office, who have been making a careful investigation by districts, have found only exceptional cases

where there was any reason to suppose a dealer in necessities was trying to take advantage of the war situation to raise prices. Probably there are some such cases at other times if attention were only drawn to them, but they are few and far between. That salesmen for wholesale concerns should sometimes advise retailers to order more heavily than they ordinarily do, against a possible rise in prices, is not considered an extraordinary nor an actionable thing. The bureau has, it would seem, failed to find any inclination toward soaring.

Nevertheless, to justify its existence and remedy conditions which don't exist the committee proceeds with a public market scheme, to which the city administration is apparently committed.

The scheme, which originated with President Marks, of the Borough of Manhattan, has been discussed by the Mayor's Committee on Food Supply and Acting Mayor McAneny has agreed to ask for an appropriation from a special fund for defraying the expense. Markets are suggested for location at the Fort Lee Ferry, at 149th street and Third avenue and under the approaches to the Queensboro, Williamsburg and Manhattan bridges, Mrs. Heath, of the Housewives' League, who is on the mayor's committee, insisted that in any plan, reputable provision merchants must be assured fair treatment.

District Attorney Whitman is conducting a John Doe inquiry looking for someone to indict for something that didn't happen to anyone, if the mayor's committee is right in saying prices are not found to be unfair to the public. He has been tendered the good offices of local packers and representatives of Chicago concerns and local associations of retail butchers. His inquiry is still under way.

Meanwhile the public having stopped buying to hoard, prices have dropped back a bit in most lines, and while meats are high they still parallel wholesale prices about as closely as usual as the market pages of this issue of the National Provisioner reveals.

## NEW YORK'S LAW ON SPOILED FOOD.

Another amendment to the New York State Cold Storage regulations has been issued by State Health Commissioner Herman M. Biggs. It amends Rule 9 and reads as follows:

"9. When any food is found in any cold storage warehouse of this State in a condition which renders it, in the opinion of an inspector of this department, unwholesome and unfit for use as human food, the inspector is empowered, authorized and directed to immediately condemn the same and to cause it to be destroyed, or to denature the same, and report his action to the department immediately. Whenever any such food is found packed with articles of food which are not unfit for food in such a manner that the unfit cannot be separated from the fit without thawing, then the inspector discovering the same shall not thaw out the food, nor shall he condemn the whole package or packages, but he shall place a stop notice on said food and serve a copy of such notice in writing on an

officer of the warehouse in which the food is found, and shall mail a copy of such notice to the last known address of the owner of such food. After such a stop notice has been placed upon such food such food shall not be removed or allowed to be removed from said cold storage warehouse except in the presence of an inspector of the State Department of Health. Such inspector shall, before allowing any such food to be removed, thaw the same out and shall separate the food that is fit from the food that is unfit. The food that is unfit shall be condemned and destroyed as hereinbefore provided. The food that is fit may then be released by the inspector. All inspectors shall at once notify the department of any steps or proceedings taken hereunder."

## CARE OF FOOD IN THE HOME.

It is an old and trite saying that there are always two sides to a question. Some of the pure food sharps are just beginning to find this out and in rather a peculiar way. For many years now they have been waging a relentless war on food manufacturers to make them conform to certain rules and regulations for keeping their products pure and wholesome. Not only this, but the retail grocer has come in for his share of abuse in not taking certain precautions in a sanitary way for the protection of foodstuffs before they leave his store to go to the table of the consumer.

No one can deny that there never was a time when food manufacturers were so careful and so jealous of the purity of their products as at present. Every safeguard that human ingenuity can suggest is thrown around the manufacture and distribution of foodstuffs and they reach the consumer in a perfectly pure and wholesome condition. So far as the grocer is concerned, bulk goods are the only commodities that require special care in handling and he has adopted every known means to see that they are kept free from contamination. He has not done this because of the loud outcries of the reformers, but because he has found it good business and necessary on account of the exactions of his trade.

Despite the extraordinary precautions taken to keep foods pure, the investigators find that impurities exist from the fact that many cases of sickness can be directly traced to their consumption after being prepared for the table. Wherefore arises one of these gentlemen, who seems to have gone into the subject a trifle more deeply than some others of his ilk and who is inclined to frankness, and says that more often than not these impurities can be set down to the manner in which the food is handled in the kitchen.

He points out that in many homes the kitchen is more unsanitary than the most unsanitary grocery store. Careless cooks, improper care of kitchen utensils, free rein of household pets which often carry the germs of uncleanness and disease in their fur and hair, the deadly unsanitary refrigerator and unscreened doors and windows letting in the fly to contaminate the food supply are some of the items he mentions in support of his theory. There is no doubt that this party is right in his assumption and the grocers of the country should award him a leather medal for his courage in bringing the matter to the attention of the public. It might be a good idea for some of the women who are so concerned over the sanitary condition of the



# HEARN West Fourteenth St., New York.

## NO MEATS BUT EVERYTHING GROCERIES LIQUORS IN LIQUORS DRY GOODS.

**CLOSED ALL DAY SATURDAY DURING JULY AND AUGUST**  
**As in past fourteen years**

grocery stores to start an association for the proper education of housewives in the care of foods after they get them in the home.—Inter-state Grocer.

### TO PRODUCE HOGS AND BACON.

(Concluded from page 24.)

In this connection many are turning their attention to Argentina as being the most likely of pig breeding countries. The tradition hitherto has been that bacon would not carry in cold storage, but this has been shown to be a fallacy, and it has been demonstrated frequently that it is quite possible and practical to carry bacon in cold storage at certain temperatures from any part of the world to the United Kingdom.

Mr. Douglas concludes that it is a splendid opportunity for Argentina.

We believe that, given adequate stimulus, the pig industry in Argentina is capable of almost illimitable expansion, whether or no the product be devoted to export or to local consumption. Up to the present, however, it has been numbered among the despised and neglected industries, such as poultry raising and vegetable growing, each one of which with reasonable attention could be made highly profitable. Present prices of bacon of good quality are almost prohibitive; the commonest table vegetables probably cost more in Argentina than in any other agricultural country in the world, while eggs, as we recently mentioned, have to be imported to meet the demands of consumption. The pig is a prolific animal. It is cheaply fed until the fattening stage, the last six or eight weeks of its life, when maize is necessary, and is marketable within a year.

The price of 7½ cents U. S. gold per pound (live weight), which it is suggested the Armour Company would be willing to pay for animals of about 200 pounds weight, should leave a very good margin of profit to breeders. What is desirable is that small landholders should be induced to go in for pig breeding and rearing as a subsidiary branch of their main farming enterprise. In the

United States it is this class of breeder almost entirely which supplies the enormous demands of the packinghouses. A project for the facilitation of loans to small farmers by the Bank of the Nation imposes upon borrowers the obligation to expend a certain proportion of the loan on purchase of pigs for breeding purposes. Whether or not the project will eventuate, this circumstance is another indication that the importance of the industry is becoming more clearly recognized by Argentine public men as well as by farmers.

A later issue of the same paper gives the new law for establishing slaughterhouses as follows:

The National Government has forwarded to Congress a project of law formulated by the Minister of Agriculture for the establishment of frigorific slaughterhouses (mataderos frigorificos) in the zones infected by "garrapata." The object is to effect a reduction in the retail price of meat, which has risen to unprecedented figures during the last year or so, and to encourage cattle raisers where the existing regulations as to transit into uninfected zones greatly restrict the livestock industry. It is proposed that the meat should be transported to urban centers of uninfected zones (Buenos Aires and Rosario for instance) in order to increase the local supply and so reduce prices. Cattle raisers in the infected Provinces who co-operate with the National Government in combating the "garrapata" plague will be rewarded by the grant of special facilities in the matter of transport of their stock to the site of the "frigorifico." Companies establishing themselves under the law would be accorded the following advantages during the first five years of their establishment: Exemption from sanitary inspection expenses, and exemption from municipal taxes on the entry of the meat to the Federal capital. They would also be granted fiscal land in the city of Buenos Aires free for eight years, and thereafter at an equitable rental for the erection of cold storage depots. The National Government would negotiate with the provincial governments in whose territories freezing establishments were erected under this law for all possible exemptions from taxation. Exemption from customs import duties would be conceded for a term of two years on all materials brought into the country. A period of three years would be allowed after the promulgation of the law within which its benefits could be utilized.

The municipality of General Viamonte has authorized the establishment of several shops for the sale of horseflesh in the town in view of the present excessive prices of beef and mutton.

### WHAT THE HORSE WOULD SAY.

Give me a little water many times a day, when the heat is intense, but not much at a time if I am warm. If you want me to keep well don't give me any grain when you bring me warm into the stable, just a half dozen swallows of water, and some hay to eat until I am cool.

Don't water me too soon after I have eaten my grain; wait an hour. Especially do I need watering between 9 and 10 at night.

When the sun is hot and I am working let me breathe once in a while in the shade of some house or tree; if you have to leave me on the street leave me in the shade. Anything on my head, between my ears, to keep off the sun, is bad for me if the air cannot circulate under it, unless it is a sponge kept cool and wet. If you treat me as you would yourself, and do not clip off my foretop, you need not fear losing me by a sunstroke.

If on an extremely warm day I give evidence that I am being overcome by the heat, unharness me, take me into the shade and apply cold water or broken ice, wrapped up in a cloth or in a bag, to my head, sponge out my mouth and go over my legs with a cool sponge.

Living through a warm night in a narrow stall neither properly cleaned nor bedded is suffering for me and poor economy for my owner.

Turning the hose on me is altogether too risky unless you are looking for a sick horse. Spraying the legs and feet when I'm not too warm on a hot day is agreeable.

Please sponge out my eyes and nose and dock when I come in tired and dusty at night, and sponge me with clean cool water under the collar and saddle of the harness.—Our Dumb Animals.

### BINDER FOR YOUR FILES.

The binder is new, and is the handiest and most practical yet put on the market, and it costs less than the old binder, too! It is finished in vellum de luxe and leather, with gold lettering, and sells for \$1. It may be had upon application to The National Provisioner, 116 Nassau street, New York.

### J-M INSULATING MATERIALS

J-M Pure Cork Sheets    J-M Granulated Cork  
J-M Impregnated Cork    J-M Hair Felt  
Boards    J-M Weatherite Paper  
J-M Mineral Wool  
Write us as to your requirements.

**H. W. JOHNS-MANVILLE CO.**  
NEW YORK AND EVERY LARGE CITY.

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Good to choice native steers.....	\$8.15@9.75
Common to fair native steers.....	6.75@8.00
Oxen and stags.....	5.00@ 8.25
Bulls.....	5.00@ 7.50
Cows.....	3.25@ 7.00
Good to choice native steers one year ago.....	7.25@9.00

## LIVE CALVES.

Live veal, common to prime, per 100 lbs.....	9.50@12.25
Live veal calves, culls.....	7.00@ 8.50
Live calves, buttermilks, per 100 lbs.....	7.00@ 7.50
Live veal calves, grassers, per 100 lbs.....	@ 5.50

## LIVE SHEEP AND LAMBS.

Live lambs, good to choice.....	7.00@ 8.75
Live lambs, culls.....	@ 5.50
Live sheep, common to good, ewes.....	3.00@ 5.00
Live sheep, culls.....	@ 2.50

## LIVE HOGS.

Hogs, Heavy.....	@9.65
Hogs, medium.....	@9.65
Hogs, 140 lbs.....	@9.85 1/2
Pigs.....	@9.65
Rough.....	@9.00

## DRESSED BEEF.

### CITY DRESSED.

Choice, native heavy.....	15 1/2 @16
Choice, native light.....	@15
Native, common to fair.....	14 1/2 @15

### WESTERN DRESSED BEEF.

Choice native heavy.....	14 1/2 @15 1/2
Choice native light.....	@14 1/2
Native, common to fair.....	@14 1/2
Choice Western, heavy.....	@14
Choice Western, light.....	@13 1/2
Common to fair Texas.....	@12
Good to choice heifers.....	@13
Common to fair heifers.....	@12 1/2
Choice cows.....	11 1/2 @12
Common to fair cows.....	@12
Fleshy Bologna bulls.....	10 1/2 @11

## BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@19	19 1/2 @20
No. 2 ribs.....	@17	18 @19
No. 3 ribs.....	@16	15 @18
No. 1 loins.....	@19	19 @21
No. 2 loins.....	@17	18 @21
No. 3 loins.....	@15	14 @18
No. 1 hinds and ribs.....	@17	18 @18 1/2
No. 2 hinds and ribs.....	@16	16 1/2 @17 1/2
No. 3 hinds and ribs.....	@15	15 1/2 @16
No. 1 rounds.....	@16	14 @15
No. 2 rounds.....	@15	12 1/2 @14 1/2
No. 3 rounds.....	@14	12 @14
No. 1 chuck.....	@14	13 @14 1/2
No. 2 chuck.....	@13	12 1/2 @14
No. 3 chuck.....	@12	10 @13 1/2

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	@18
Veals, county dressed, per lb.....	@17
Western calves, choice.....	@16
Western calves, fair to good.....	@15
Western calves, common.....	@14
Grassers and buttermilks.....	@13

## DRESSED HOGS.

Hogs, heavy.....	@12 3/4
Hogs, 180 lbs.....	@13 1/4
Hogs, 160 lbs.....	@13 1/4
Hogs, 140 lbs.....	@14
Pigs.....	@14

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb.....	@16
Lambs, choice.....	@15
Lambs, good.....	@14
Lambs, medium to good.....	@13
Sheep, choice.....	@12 1/2
Sheep, medium to good.....	@11 1/2
Sheep, culls.....	@ 9

## PROVISIONS.

### (Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@19 1/2
Smoked hams, 12 to 14 lbs. avg.....	@19
Smoked hams, 14 to 16 lbs. avg.....	@18 1/2
Smoked picnic, light.....	@15
Smoked picnic, heavy.....	@14 1/2

Smoked shoulders.....	@14 1/2
Smoked bacon, boneless.....	@23
Smoked bacon (rib in).....	@20
Dried beef sets.....	@30
Smoked beef tongue, per lb.....	@22
Pickled bellies, heavy.....	@16

## FRESH PORK CUTS.

Fresh pork loins, city.....	@22
Fresh pork loins, Western.....	@20
Fresh pork tenderloins.....	@35
Frozen pork tenderloins.....	@30
Shoulders, city.....	@16
Shoulders, Western.....	16 1/2 @17
Butts, regular.....	@16
Butts, boneless.....	@21
Fresh hams, city.....	@20
Fresh hams, Western.....	@19
Fresh picnic hams.....	15 1/2 @16

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.....	\$95.00@100.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.....	@ 80.00
Black hoofs, per ton.....	40.00@ 45.00
Striped hoofs, per ton.....	50.00@ 55.00
White hoofs, per ton.....	80.00@ 85.00
Thigh bones, avg. 85 to 90 lbs. per 100 pcs.....	@ 90.00
Horns, avg. 7 1/2 oz. and over, No. 1's.....	@200.00
Horns, avg. 7 1/2 oz. and over, No. 2's.....	@100.00
Horns, avg. 7 1/2 oz. and over, No. 3's.....	@ 75.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues.....	@14 1/2 c. a pound
Fresh cow tongues.....	@12 1/2 c. a pound
Calves' heads, scalded.....	@50c. a piece
Sweetbreads, veal.....	@100c. a pair
Sweetbreads, beef.....	@30c. a pound
Calves' livers.....	@25c. a pound
Beef kidneys.....	@15c. a piece
Mutton kidneys.....	@ 3c. a piece
Livers, beef.....	@12 1/2 c. a pound
Oxtails.....	@10c. a piece
Hearts, beef.....	@ 8c. a pound
Kidney, beef.....	@30c. a pound
Tenderloin, beef, Western.....	@30c. a pound
Lamb's fries.....	8 @ 8 1/2 c. a pair
Extra lean pork trimmings.....	@17c. a pound
Blade meat.....	@12 1/2 c. a pound

## BUTCHERS' FAT.

Ordinary shop fat.....	@ 2 1/2
Suet, fresh and heavy.....	@ 5
Shop bones, per cwt.....	@35

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@1.15
Sheep, imp., medium, per bundle.....	@85
Sheep, domestic, wide, per bundle.....	@70
Sheep, domestic, medium, per bundle.....	@50
Sheep, domestic, narrow med., per bundle.....	@30
Hog, American, free of salt, tes. or bbls., per lb., f. o. s. New York.....	@70
Hog, extra narrow selected, per lb.....	@70
Hog, middles.....	@10
Beef rounds, domestic, per set, f. o. b. Chicago.....	@21
Beef rounds, export, per set, f. o. b. New York.....	@28
Beef hams, piece, f. o. b. New York.....	@24
Beef middles, per set, f. o. b. New York.....	@74
Beef middles, per set, f. o. b. Chicago.....	@72
Beef wensands, per 1,000, No. 1s.....	@ 7 1/2
Beef wensands, per 1,000, No. 2s.....	@ 4

## SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	24	26
Pepper, Sing., black.....	15	17
Pepper, Penang, white.....	22	24
Pepper, red.....	19	22
Allspice.....	5 1/2	7 1/2
Cinnamon.....	16	20
Coriander.....	9	11
Cloves.....	24	27
Ginger.....	11	14
Mace.....	70	75

## SALTPETRE.

Crude.....	@ 8
Refined—Granulated.....	@ 6 1/2
Crystals.....	8 1/2 @ 9 1/2
Powdered.....	@ 8 1/2

## GREEN CALFSKINS.

No. 1 skins.....	@ .26
No. 2 skins.....	@ .24
No. 3 skins.....	@ .14
Branded skins.....	@ .18
Ticky skins.....	@ .18
No. 1 B. M. skins.....	@ .24
No. 2 B. M. skins.....	@ .22
No. 1, 12 1/2-14.....	@2.80
No. 2, 12 1/2-14.....	@2.55
No. 1 B. M., 12 1/2-14.....	@2.45
No. 2 B. M., 12 1/2-14.....	@2.20
No. 1 kips, 14-18.....	@2.85
No. 2 kips, 14-18.....	@2.70
No. 1 B. M. kips.....	@2.20
No. 2 B. M. kips.....	@2.10
No. 1, heavy kips, 18 and over.....	@3.70
No. 2, heavy kips, 18 and over.....	@3.45
Branded kips.....	@1.90
Heavy branded kips.....	@2.25
Ticky kips.....	@2.15
Heavy ticky kips.....	@2.50

## DRESSED POULTRY.

### FRESH KILLED.

Turkeys—	
Dry-picked, avg. per lb.....	17 @18
Chickens—	
Broilers, Western, fancy, dry-picked.....	@19
Broilers, Western, scalded, avg.....	15 @16
Fowl—Dry packed, 12 to box—	
Western boxes, 48 to 55 lbs. to doz., dry-picked.....	@19
Western boxes, 36 to 42 lbs. to doz., dry-picked.....	17 @17 1/2
Fowl—bbls.—	
Western, northerly, dry-pkd., 4 lbs. avg.....	@18
Southern and S. W., dry-pick., avg. best.....	16 1/2 @17
Other Poultry—	
Old Cocks, per lb.....	12 1/2 @13
Squabs, prime, white, 10 lbs. to doz., per doz.....	@3.50

## LIVE POULTRY.

Broilers.....	19 @21
Fowls, choice.....	15 1/2 @16
Roosters, old.....	12 @12 1/2
Ducks, West., old, per lb.....	13 @14 1/2
Geese, per lb., South. and West.....	13 @14 1/2

## BUTTER.

Creamery, Extras.....	30 1/2 @31
Creamery, Firsts.....	27 1/2 @30
Process, Extras.....	25 1/2 @26
Process, Firsts.....	24 @25

## EGGS.

Fresh gathered, extras.....	27 1/2 @29
Fresh gathered, extra firsts.....	26 @27
Fresh gathered, firsts.....	24 @25
Fresh gathered, seconds.....	21 @23
Fresh gathered, dirties.....	19 1/2 @20 1/2
Fresh gathered, checks.....	17 1/2 @18

## FERTILIZER MARKETS.

### BASIS, NEW YORK DELIVERY.

Concentrated tankage, Chicago.....	@ 3.05
Bone meal, steamed, per ton.....	21.75 @22.00
Bone meal, raw, per ton.....	25.00 @28.00
Hoof meal, per unit, Chicago.....	@ 3.05
Dried blood, West, high grade, fine, f. o. b. Chicago, prompt.....	@ 3.15
Dried blood, f. o. b. New York.....	@ 3.10
Nitrate of soda—spot.....	@ 2.25
Bone black, discard, sugar house del. New York.....	@22.00
Dried tankage, N. Y., 11 to 12 per cent. ammonia, f. o. b. New York.....	8.10 and 10c.
Tankage, 11 and 15 p. c., f. o. b. Chicago, prompt.....	2.95 and 10c.
Garbage tankage, f. o. b. New York.....	7.00 @ 7.50.
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, Baltimore.....	3.45 and 10c.
Foreign fish guano, testing 13@14% ammonia and about 10% R. Phos. Lime, c. I. f. Charleston and Newport News.....	Nominal.
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid).....	Nominal @3.00 and 35c.
Sulphate ammonia gas, for shipment, per 100 lbs., guar., 25%.....	Nominal.
Sulphate ammonia gas, per 100 lbs., spot, guar., 25%.....	@ 3.15
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston.....	6.50 @ 7.70
So. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,240 lbs.....	3.50 @ 3.75
The same, dried.....	3.75 @ 4.00

